

### **About Hotel MSSNGR**

Hotel MSSNGR is a leading provider of innovative onsite guest communication and upselling for luxury resort hotels worldwide.

The cloud-based software tool enables hotels to communicate and connect directly with guests through communication channels, such as native smartphone and tablet apps, web apps, digital signage, in-room TV feeds and hotel newspapers. Powerful features such as self-service bookings, guest chats or checkin/checkout services enhance the guest journey. Hotel MSSNGR's flexible feature scope is fully adaptable to fit the needs of small remote boutique hotels as well as large resorts.

Hotel MSSNGR was founded in 2012 and serves close to 500 hotels worldwide.

### **Position**

Hotel MSSNGR is looking for a junior sales manager to support its sales team, based in our Berlin office. Work from home is also supported, though regularly spending time with the team in the Berlin office is mandatory. The candidate will work closely with our existing sales and customer support teams to quickly pick up product knowledge and sales process specifics to serve our target group of 4 and 5\* resort hotels worldwide. High self-motivation, and resilience should define the candidate's character. The position will be responsible for the entire sales cycle, from acquisition through to closing. Pitches take place either remote or require traveling to meet in person.

### **Responsibilities**

- Work closely with sales team to build, execute, and revise on a go-to-market strategy for your target area within the hospitality industry
- Identify prospects and execute an individual sales approach to our prospects based on their product needs
- Manage the entire sales process from identifying prospects, qualification of leads, offers and negotiations to closing the deal
- Identify customer needs and work closely with the product team to add them to our roadmap
- Craft your own style for sales success

### **Required skills**

- Experience in sales, ideally in software/IT sales with emphasis on the full sales cycle, including customer acquisition



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- Effective communication skills with ability to build influential relationships and deliver results in a cross-functional environment
- Bachelor degree in business administration, ideally focus on marketing
- Fluent English language skills are a must, German language proficiency is a big plus

## **Benefits and perks**

- 5 weeks paid vacation
- No stupid meetings
- Meet customers face to face in beautiful destinations globally
- Super flexible working hours, both in total as in the time across the day
- Multiple social events, like team dinners, culture & sports, retreats
- A true culture of working remote
- A fantastic team

## Contact

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