

We are hiring!



Do you like technology? Do you like meeting new people to build business relationships?

Join our Fairmas team in **Berlin HQ** as **International Sales Manager Asia**

Fairmas GmbH is a hotel software company that specializes in **financial planning, controlling and management reporting solutions**. Founded in 2003 in Berlin, we are a team of about 50 hoteliers and IT experts who cater to over 11,000 users in more than 4,000 hotels worldwide. We foster a culture of respect, teamwork and collaboration. Work-life balance is a must to ensure everyone is always motivated (and another reason why we have a kicker table!) There is no micromanaging we trust everyone to get his or her job done. Lastly, we take pride in offering first-class service, as most of us were former hoteliers.

International Sales Manager Asia (f/m/x) - full time

Your new role

- ▶ Research potential clients in the respective geographical area
- ▶ Build your own customer base by presenting the software to new clients
- ▶ Expand your network by taking over existing clients and establish a strong partnership
- ▶ Coordinate product implementation and technical support
- ▶ Representation of the company by participating in events and meet-ups
- ▶ Establish a new B2B Sales office in Asia – willingness to relocate within the next 24 months
- ▶ Initiate new ideas and work closely with our Head of Business Development & Marketing team at the HQ

About you

- ▶ Relevant experience in sales, ideally in B2B software or hospitality sales
- ▶ Eager to work with hotel chains, owners, hotel management companies
- ▶ Strong self-dependence and reliable working style with endurance, assertiveness and patience
- ▶ Professional English skills and open to adapt to the Asian business culture
- ▶ Willingness to participate in an intensive onboarding (12-18 months) at the HQ Berlin
- ▶ Interest and willingness to intensively focus on the product and the related business case
- ▶ Actively share ideas and concepts to drive the business while being a sparring partner for the senior management

What we offer

- ▶ Close cooperation with the senior management
- ▶ High degree of decision making & flat hierarchical structures
- ▶ Impact of the public company image with high level of creative freedom
- ▶ Individual development
- ▶ Task diversity within an outstanding international team
- ▶ Regular team outings (online & offline)
- ▶ Annual team-event with workshops & overnight stay
- ▶ State-of-the art office in central Berlin
- ▶ Option for home-office days/ times
- ▶ Flexible working hours
- ▶ State-of-the art technical equipment
- ▶ “BVG Firmenticket” (subsidized annual travel card for public transport in Berlin)
- ▶ Package for technical equipment, travel and potential relocation

Does it sound exciting? Then send us your application! State your salary expectations and the earliest possible starting date preferably by email to hr@fairmas.com. For questions, contact Ines Borsbach on +49 (0) 30 322 940 5 20.

