

# Grow with us. Join Fairmas!



Ready for an exciting journey in the heart of the hospitality industry? Meet Fairmas – more than a company, we're a passionate team revolutionizing financial planning and management solutions for hotels. Since 2003, we've grown into a global player in hotel software. With a dynamic international team of 70+ professionals, including former hoteliers and IT experts, Fairmas serves 17,000+ users in 5,000+ hotels worldwide. Our offices in Germany, Spain, and Canada ensure top-notch global service.

What truly sets us apart? Our culture of honesty, integrity, and team spirit. We value work-life balance to keep our team motivated. At Fairmas, we believe our employees drive our success, and your voice matters. We prioritize your growth and well-being, providing the ideal environment for you to thrive. Join us to shape the future of the hospitality industry and make a difference together!

To support our team in Canada or the US we are currently looking for a

## Sales Manager / Business Development Manager (f/m/x)

Canada / US

### Your new role

Short version: Hunt for new customers from the hotel industry in Canada and North America

Long version: You will never be bored, as you will...

- ▶ Travel! To conduct presentations at the customer's location (or online) and participate in local/international trade fairs
- ▶ Do field sales as part of your independent customer acquisition and support new customers until implementation
- ▶ Prepare offers and contracts, including price negotiations in consultation with our management,
- ▶ Maintain your customer base in CRM, including activities and contract management
- ▶ Report directly to our head of business development and work closely with our management, owner, all IT experts to provide input for product development, as well as marketing and customer support teams

### About you

You should have:

- ▶ Professional experience in hotel management and/or in sales
- ▶ Strong negotiation skills
- ▶ Professional fluency in English, French is a plus
- ▶ Independence yet knows how to be a team player, as well as a communicative and responsible working style
- ▶ Customer-focused orientation and readiness to travel

### Benefits

We offer you a pleasant people- and team- oriented working environment with:

- ▶ Intensive induction and training opportunities
- ▶ Remote work within Canada/North America
- ▶ Diverse tasks that are constantly evolving in a fast-growing company
- ▶ A fun and dynamic team of international hotel professionals and software developers
- ▶ Empowerment – you can contribute to making this company's success grow even further
- ▶ Quick decisions – there is not a lot of hierarchy with an open-door policy from the decision makers

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](mailto:hr@fairmas.com). For questions, contact Anita Hagedorn on +49 30 322 940 5 27.

