



Grow with us. Join **Fairmas!**

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

Join our team!

Fairmas GmbH is a German hotel software company that specializes in financial planning & analysis, controlling and management reporting solutions, as well as data management for hotel assets. Founded in 2003 in Berlin, we are a team of about 65 hoteliers and IT experts who cater to over 17,000 users in more than 5,000 hotels worldwide. We take pride in offering first-class service, as most of us were former hoteliers.

We foster a culture of honesty, integrity, and team spirit. Work-life balance is a must to ensure everyone is always motivated. There is no micromanaging as we trust everyone to get her or his job done. We believe that employees are the driving force of the company, and your voice needs to shine through your work.

For our Business Development team in Berlin, we are currently looking for a

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

Your New Role

Short version: Hunt for new customers from the hotel industry

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 and social skills, as well as empathy
- ▶ Professional fluency in English and German, Italian or French is a plus
- ▶ Independence yet knows how to be a team player, as well as has a communicative and responsible work ethic
- ▶ Customer-focused orientation and readiness to travel

Your Benefits

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

- ▶ Varied work in a fast-growing international environment
- ▶ A dynamic, agile team of hotel professionals and IT experts
- ▶ Regulated working hours (Mon – Fri) with focus on work-life balance
- ▶ Intensive induction, strong feedback culture and training opportunities
- ▶ A pleasant and team-promoting work environment, team events and excursions
- ▶ A subsidized "Deutschlandticket Job" and the opportunity to work remotely
- ▶ Free drinks, fruits and snacks, and a climate-positive office in the heart of Berlin Schöneberg

Does it sound exciting? Then send us your application preferably by email to hr@fairmas.com! Please state your salary expectations, your preferred working hours, and the earliest possible starting date.

We are always happy to meet exciting candidates and we are particularly interested in your attitude, values, and personality. For questions, contact Anita Hagedorn on +49 30 322 940 5 27.

