

Grow with us. Join **Fairmas!**



Do you have a passion for technology? Do you enjoy networking and forging new business relationships in the hospitality industry? Join our team in Italy!

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 68 hoteliers and IT experts who cater to over 18,000 users in more than 5,500 hotels worldwide. We take pride in offering first-class service, as most of us were former hoteliers.

We foster a culture of transparency, mutual respect, and team spirit. Work-life balance is a must to ensure everyone is always motivated. There is no micromanaging, 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.

To support our office in Italy we are currently looking for a

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

Your new role

- ▶ Travel! You participate in local/international trade fairs and events
- ▶ You will conduct presentations mostly online (or at the customer's location)
- ▶ Take responsibility and shape the customer journey, from acquisition and presentation to proposal preparation, contract negotiation and account management
- ▶ You maintain your customer base in CRM, including key account activities and contract management
- ▶ You report directly to the principal of Fairmas Italy S.r.l. and work closely together with our Chief Commercial Officer, as well as with our marketing and customer support teams in our headquarter in Berlin to provide input for product development

About you

- ▶ Professional experience in hotel management and/or in sales/ business development
- ▶ Strong communication and negotiation skills
- ▶ You speak fluent Italian (C1) and English (B2 or more)
- ▶ You are a team player, with a communicative and responsible working style
- ▶ You have a customer-focused orientation and readiness to travel
- ▶ You can work independently and can motivate yourself

Benefits

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

- ▶ Intensive induction and training opportunities
- ▶ Remote work within Italy
- ▶ 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 in English language! State your salary expectations and the earliest possible starting date preferably by email to hr@fairmas.com. For questions, contact Anita Hagedorn on +49 30 322 940 5 27.

Fairmas Italy S.r.l.
Leonardo-Da-Vinci-Straße 8
39100 Bozen

www.fairmas.com

