

# Grow with us. Join Fairmas!



**Do you like technology? Do you like meeting new people to build business relationships?**  
**Join our team in Canada or the US!**

Fairmas GmbH is a German hotel software company that specializes in financial planning, controlling and management reporting solutions. Founded in 2003 in Berlin, we are an international team of about 60 former hoteliers and IT experts who cater to over 17,000 users in more than 5,500 hotels.

With offices in Germany, Spain, Italy and Canada we take pride in offering first-class service to hoteliers across the globe. We foster a culture of honesty, integrity, and team spirit. We value work-life-balance, knowing that motivated employees drive our success. At Fairmas the people matter and we provide the support you need to thrive and grow.

**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 role:**

**Short version:** Drive sales and win new hotel industry clients in Canada and North America.

**Long version:** No two days will be the same! You will...

- ▶ Travel! Meet customers on-site (or online) and represent Fairmas at local and international trade fairs.
- ▶ Lead sales efforts, from prospecting and acquisition to guiding new customers through implementation.
- ▶ Negotiate and close deals, preparing offers and contracts in consultation with management.
- ▶ Manage your customer base in our CRM, tracking activities and contracts.
- ▶ Collaborate closely with our business development head, management team, IT experts, marketing, and customer support to shape our product offerings and market strategy.

### **Who You Are:**

- ▶ Experience in hotel operations and/or sales, preferably in the hospitality tech industry.
- ▶ Strong negotiation skills and a results-driven mindset.
- ▶ Professional fluency in English (French is a plus!).
- ▶ Independent and proactive while also being a team player with a communicative, responsible work style.
- ▶ Customer-focused and willing to travel.

### **What we offer:**

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

- ▶ Intensive induction and training opportunities.
- ▶ Remote work within United States/Canada.
- ▶ Focus on family and work-live-balance
- ▶ Diverse tasks that are constantly evolving.
- ▶ A fun and dynamic team of international hotel professionals and software developers
- ▶ Quick decision-making: We have a flat hierarchy and an open-door-policy.

**Does it sound exciting?** If this sounds like the perfect fit, we'd love to hear from you! Send your application, including your salary expectations and earliest possible start date, to [hr@fairmas.com](mailto:hr@fairmas.com). For questions, contact Anita Hagedorn on +49 30 322 940 5 27.

