



Sales Manager (m/f)

You are an enthusiastic **Sales Manager (f/m)** who wants to shape the future security testing of web application? Then you are the perfect candidate to join our team.

Crashtest Security is a young, Munich-based startup, which was founded in 2017. We offer an automated vulnerability assessment tool for web application and APIs, made for agile development teams. It is our goal to enable software development companies to scan their application prior every release without additional effort.

Your Qualifications...

- Experience in selling technology products with the interest to understand complex technical problems
- Hands on mentality: Don't be afraid to pick up the phone and call prospects
- German skills to communicate with customers in the DACH market
- Prior experience in SaaS sales or key account management is beneficial

Your Responsibilities...

- Sell a highly advanced security scanner to SMEs and corporates that develop web applications
- Structure the sales process together with the founding team and execute it
- Approach new customers in person, via phone or e-mail
- Represent the company at trade fairs and conferences

What we offer...

- The possibility to shape the web application testing market with us
- The Start-up experience: Freedom to take responsibility, flexibility in the organisation of your work hours and area of responsibility, a curious and helpful team, which will support you with your tasks
- Attractive sales bonus program
- An office in the heart of the Munich Start-up scene @ Werk1 near Ostbahnhof
- Free drinks & snacks and regular team events

We are looking forward to receiving your application!

Please send your CV or a link to your LinkedIn-Profile to jobs@crashtest-security.com.

