

# Sales Representative North Sea (f/m/d)

## Contribute to increasing Holidu's awareness and help partners to market their vacation rentals!

Holidu is a travel & tech start-up building the world's best search engine for vacation rentals. Our mission is to finally make finding and booking the perfect rental easy.

**Your future team:** You will be an early member of a brandnew and young team, directly reporting to the Team Lead Sales North Sea Boris. While continuously being in touch with the DACH team of the Munich office, you will work with a lot of freedom in our local office in Hamburg and enjoy the sea on your business trips.

**Job location:** Hamburg, Germany

### Your role in our journey

- Executing strategies on how to fulfill client's needs and acquire new business.
- Generating sales by handling all aspects of the sales cycle from prospecting to close.
- Being rigorous in activity tracking and reporting activities.
- Taking full ownership of designing and implementing impactful projects.
- Supporting the onboarding process of new team members.
- Maintaining clear channels of communication with the rest of the team.

### Your backpack is filled with

- High perseverance and ability to convince both on the phone (cold calling) and face to face.
- Charismatic and positive personality that enables strong interpersonal relationships.
- Solution-driven attitude and the ability to work in a structured and organized way.
- Preferred but not mandatory: experience in sales or account management, travel industry or online business.
- Strong customer focus and excellent verbal, written and presentation skills.
- Near native German skills and fluent English.
- Driver's license.

### Benefits in our adventure

- Have an impact on the millions of people using our product every month.
- Grow with responsibility from day 1 and through regular feedbacks.
- Stay healthy and energized with free fruit, breakfast and coffee in the office.
- Connect and have fun with like-minded people at work and regular events.
- Go travelling for 28 vacation days.

### Ready for take-off?

We champion diversity in every aspect of life. We encourage applications from all genders, corners of the world and individual backgrounds. If you have a disability or special need that requires accommodation, please let us know.

**Apply with your CV on our career page and text us via [jobs@holidu.com](mailto:jobs@holidu.com) if you have questions.**

Your first contact: Julia



**We are looking forward to getting to know you!**