

Virtuagym is growing and we are looking for new talent to join our sales team! As an Account Executive, you will play a key role in our sales process and be responsible for generating new business opportunities in the German market. You will be part of a dynamic team working to inspire health clubs and personal trainers with our innovative software solution. If you speak fluent German, have sales experience and are looking for a new challenge, then join our growing company and help make the world a little healthier and happier!

What can you expect as an Account Executive?

As an Account Executive, you will be responsible for the entire sales process - from initial contact to contract signing. You will use your skills to build valuable partnerships and convince fitness clubs and other health-related businesses to adopt Virtuagym. Your goal is to drive growth in your market by providing tailored solutions and developing a deep understanding of your customers' needs.

Working closely with the Business Development team, you will take qualified leads and guide them through the sales process to contract signing. Your results-driven mindset and focus on long-term customer relationships will ensure lasting success.

Your key responsibilities will be

- Accepting and qualifying leads provided by the Business Development team
- Delivering product demos and presentations of Virtuagym software
- Create tailored proposals to meet client requirements
- Manage and negotiate the entire sales process through to contract signing
- Build long-term relationships with key decision makers and stakeholders
- Actively contribute to the development of new sales strategies to further grow our business
- Work closely with the Customer Success and Marketing teams to optimise the customer experience

Job requirements


Requirements


- Proven experience in a sales or similar role, ideally in a B2B environment
- Familiarity with the sales process and an affinity for software solutions (SaaS experience a plus)
- Excellent communication and negotiation skills in both English and German
- Highly self-motivated, goal-oriented and able to identify sales opportunities
- Passion for the fitness and health industry a plus


Ability to work independently and proactively with the ability to thrive in a dynamic and international environment


Why Virtuagym?


Remote friendly: Work from home in Germany.

 Vacation: 25 days paid holiday per year with the option to purchase additional days.

 Equipment: Home office set up and hardware provided.

 Health Programme: Gym contributions and free workouts.

 Work-Life Balance: Opportunity to work abroad for up to 12 weeks per year.

 Coaching: Unlimited access to on-demand coaching with psychologists.

 Culture: Flat hierarchies, plenty of development opportunities, an international atmosphere and regular events.

About Virtuagym

Virtuagym is a fast-growing digital health and fitness company offering an advanced Software-as-a-Service (SaaS) solution and multiple native applications to users around the world. Our solutions help gyms, trainers, health clubs and corporations provide optimal care and management for their clients - all with the vision of making the world a healthier and happier place. With over 175 employees in four locations (Amsterdam, Cologne, Valencia, Medellin), Virtuagym is a multinational, dynamic team that values teamwork, accountability and passion.

At Virtuagym we value diversity, accountability and team spirit. Our flat hierarchies give you the opportunity to contribute your ideas and make a real impact on our business.

Are you ready to join us?

Don't hesitate - apply today by clicking on the "Apply for this role" button! We look forward to hearing from you within 10 working days. If you have any questions about the role, please contact our recruitment team at recruitment@virtuagym.com.