

As Virtuagym keeps on growing, we are looking for a new face to complement our Account Executive team by representing our product for the DACH market. Are you the person your friends turn to to get things done? Then you might be the excellent results-driven and customer-minded Account Executive we are looking for! Do you speak German fluently and are you looking for an awesome opportunity in Sales? Join us in our quest to create a healthier and happier world

This is a remote position within Germany, where you will be working for our Amsterdam office. Additionally, you can work from any location you want within Europe up until 4 weeks at a time for a maximum of 12 weeks in a year.

What the role looks like

We are looking for a competent Account Executive to find business opportunities and manage customer relationships. You'll be directly responsible for the preservation and expansion of our customer base. The ideal candidate will be experienced in sales and customer service. We expect you to be a reliable professional, able to balance customer orientation and a results-driven approach.

Your overarching goal is to identify opportunities with prospects and new clients and build them into long-term profitable relationships. We have regular fun team events with our young international team, ensuring everyone is included. If you can see yourself in a fast paced role, connecting & speaking with owners of fitness businesses, then this is the role for you!

What your day looks like as Account Executive

You wake up in the morning and you start doing some exercise or meditation using our great Virtuagym app. You grab a cup of coffee and you join the hyper energetic daily stand-up to meet your colleagues and manager. This is a fantastic moment to start the day having some fun with your colleagues and to review business stuff such as performance or other relevant topics.

After the stand-up It is time to do some business! You'll start by planning your day with full autonomy to create the highest impact possible on a daily basis. You will be calling your leads and showing a demonstration about the value proposition of our system will be your main focus in order to close deals.

You will have the chance to work with your ambitious and motivated team. We love to challenge each other to get the highest potential of everyone. Are you ready to bring your career in sales to the next level? We are very excited to meet you!

Your growth opportunities as Account Executive

The sales team is expanding and growing and we love to see you growing as well! If performance meets expectations, you can grow from an Account Executive to other positions such as: Account Manager or to a leadership position. We strongly believe in creating leadership opportunities for top performers!

Your responsibilities as Account Executive

Create detailed business plans designed to attain predetermined goals and quotas;

Manage the entire sales cycle from finding a client to securing a deal;

Unearth new sales opportunities through networking and turn them into long-term partnerships;

Present products to prospective clients;

Provide professional after-sales support to maximize customer loyalty;

Remain in regular contact with your clients to understand and meet their needs;

Respond to complaints and resolve issues to the customer's satisfaction and to maintain the company's reputation;

Negotiate agreements and keep records of sales and data.

Job requirements

What you bring to the Account Executive team

Minimum of 1 year of experience in Sales (preferably within Saas)

Strong negotiating skills;

Preferably experience with presenting / giving demo's;

Strong written and verbal communication skills in German (fluently)

Good communication skills in English;


The ability to work in a fast-paced environment;


Commercial, practical and a result driven personality;


Tech-savvy and good problem solving skills;


Enthusiastic, independent and persistent;

Here's why you should join Virtuagym!


 Remote working from Spain, where you will be working for our office based in Amsterdam, the Netherlands;

 23 paid vacation days per year (based on a full-time contract);

 We provide your home office set-up and hardware;

 The Virtuagym Health Program: access to video-on-demand workouts and meditation through the VG platform and company-wide health & fitness challenges;

➔ Work from abroad (within Europe) for up to 12 weeks a year with a maximum of 4 consecutive weeks;

 Unlimited access to on-demand coaching with psychologists via chat, phone, or video call through the platform OpenUp.

About Virtuagym

Virtuagym is a leading and fast-growing innovator in the digital health and fitness domain, offering a Software as a Service solution and multiple native apps to users worldwide. We offer coaching and management solutions for trainers, studios, clubs and corporate wellness, all with the vision to make the world a healthier and happier place.

Virtuagym is an ambitious, passionate and multicultural team of talented people who want to create a healthier world for all. We believe in teamwork, challenging each other, being bold and adventurous, working lean, taking care of each other and sharing success. As a scale-up, we embrace our diversity, international character and our flat hierarchy that promotes great freedom, taking ownership and making a true impact. Our talented staff of 200+ employees are based out of two locations: Amsterdam, NL, and Medellin, CO.

Every day with us will be an opportunity to cultivate and evolve your personal and professional skills, as well as to make a significant impact on a global scale. At Virtuagym everyone can grow, whatever background you bring with you. We are not just colleagues, we are friends,

willing to help and support each other. By joining us, you become a part of a joyful and energetic team.

Ready to join us?

Please do not hesitate through

<https://jobs.virtuagym.com/o/account-executive-dach-market-2-5>. We will get back to your application within 10 working days.

For any questions on the vacancy, please get in touch with the recruitment team at recruitment@virtuagym.com.

The hiring process

A phone or video screening with one of our Recruiters;

First interview with the Country Director DACH;

Second interview / assessment with our Country Director DACH and another Sales Manager.

Once you've submitted your application, please keep an eye on your inbox. Please also check the promotion and spam folders to avoid missing any communication.