

Virtuagym is growing, and we are looking to expand our Business Development team! As a Sales Development Representative for the German market, you will play a key role in increasing the number of fitness and health studios using our innovative software. Are you fluent in German and looking for a new challenge in sales? Then join our team and help make the world a little healthier and happier!

Are you looking for an entry into sales with great growth potential? This position offers you the opportunity to take your first steps in sales and develop in a dynamic environment.

What can you expect in this position?

Are you a passionate discoverer of new business opportunities? Do you love sales and want to inspire fitness and health studios, as well as personal trainers, with Virtuagym? In this varied and exciting role, you will be responsible for identifying potential new customers and using targeted conversations to spark their interest in our software.

With your results-driven work ethic and enthusiasm for sales, you will plan and structure your day independently. Your goal is to find new fitness and health studios and win them over for a demo of our software. You will process around 50 contacts (accounts/leads) daily, making targeted calls to qualify potential customers and generate valuable business opportunities.

Job requirements

Requirements:

Experience in a customer-facing role, either in sales or customer service

Commercial, practical, and results-oriented personality

Good written and verbal communication skills in German

Good written and verbal communication skills in English

Strong interpersonal skills and sales affinity


Excellent work ethic and a strong sense of responsibility


Ability to work independently and proactively


Enthusiasm and perseverance

*Important Note: Please apply if you meet at least 75% of the criteria. At Virtuagym, we hire great people, not just resumes. If you don't meet all the criteria but are a quick learner, we'd love to hear from you!


Why Virtuagym?


 Remote-friendly: Work from home in Germany.


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

 Equipment: Home office setup and hardware provided.

 Health program: 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, international atmosphere, and regular events.

About Virtuagym

Virtuagym is an innovative and fast-growing company in the digital health and fitness space, offering a Software-as-a-Service solution and multiple native apps for users worldwide. We provide coaching and management solutions for trainers, studios, clubs, and companies with the vision of making the world a healthier and happier place.

Virtuagym is an ambitious, passionate, and multicultural team of talented individuals who strive to create a healthier world for all. We believe in teamwork, challenging each other, courage and adventure, working efficiently, caring for one another, and achieving success together. As a scalable company, we value our diversity, international character, and flat hierarchies, which provide a high level of freedom, responsibility, and impact. Our more than 175 talented employees work from four locations: Amsterdam, Cologne, Valencia, and Medellin.

Every day at Virtuagym offers you the opportunity to develop your personal and professional skills and make a difference on a global level. At Virtuagym, we are not just colleagues, but friends who help and support each other. If you join us, you will become part of a joyful and energetic team.

Are you ready to join us?

Don't hesitate to apply by clicking on the "Apply for this position" button below! We will get back to you within 10 working days. If you have any questions about this position, please contact our recruitment team at recruitment@virtuagym.com.