



About Us

At [Filestage](#) we believe that broken workflows poison teams with miscommunication, friction, and frustration. Our mission is to fuel creative teams with a rock-solid workflow. With our software, we empower people to produce great results together and build healthy and meaningful relationships at work.

Over 500 companies (and growing!) all over the world like Lufthansa, Rabobank or Jung von Matt benefit from happier and more productive employees with Filestage. We work hard to build great things together—and make time to celebrate our accomplishments.

Your mission

- **You own the sales cycle.** You take ownership for midsize to enterprise leads and nurture them throughout the entire sales cycle. With every closing, you have a direct impact on the growth of our company.
- **You create value for our new customers.** You develop a deep understanding for the needs of our customers. You present a product solution that makes their workplace more productive and happier.
- **You work on strategy and processes.** You identify buying trends, analyze our performance and explore opportunities to improve our process for closing and upselling customers.

You're good at

- **You love connecting with people.** You know the definition of *empathy* without checking Wikipedia and put it into practice daily.
- **You have a 1-5 years proven software industry experience with B2B buyers.** You've had prior success in digital, cloud, SaaS sales or consulting and want to take it to the next level.
- **You are fluent in English** and have fantastic written and verbal communication skills. French is a plus.
- **You take ownership.** You are filled with passion to take responsibility and to make things happen. You are an energetic self-starter who wants to make a tangible impact on a growing product and company.
- **You're cut out for remote working (in case you choose to work remotely).** You are highly self-motivated and are comfortable working independently. Ideally, you have already worked remotely in the past.
- **You are a team player.** You understand that we can only be successful as a team. Like everyone else in our great team, you are fair, honest and respectful - and you are ready to have a lot of fun.

This is what you get

- **You have the freedom to work wherever you want.** Come work with us at our office in Stuttgart (Germany) or work remotely.
- **You have a steep learning curve** by working hands-on together with highly talented minds.
- **A fair compensation.** You get a fair base salary based on your skills and the option to participate on the long term success if you're a high performer.
- **Your opinion matters and your work is valued.** You have the chance to make a difference and grow our sales team together with our CEO.
- **You're tired of useless meetings and slow decision making?** We have flat hierarchies, no bullshit meetings and we move fast.
- **You work with top-notch technologies and lean processes.** We use Slack, Asana, Hangouts -and of course Filestage- to communicate efficiently.

What are you waiting for?

To land this gig, please apply here: <https://goo.gl/forms/nRVK1jrgzGBA7N4d2>

We're looking forward to your application!



Maël, Simon and Niklas (Filestage Founders)

Filestage GmbH, Heidehofstr.9, 70184 Stuttgart, Germany

www.filestage.io