



Lead Sales Representative (f/m/x)

**At GIFFT, we're reimagining discount systems & loyalty programs for restaurants, bars, and coffee shops.**

As seamless as paying with GIFFT app and receiving discounts, that's how easy GIFFT wants to enable users to redeem daily discounts & accumulate points.

**Our mission is simple**

We believe in providing an easy-to-use marketing tool to gastronomy shop owners for them to advertise their business, without the need of big up-front investments or training.

We've recently received pre-seed funding and we are building our foundational core team. You will be the lead sales team acquiring partners (food joints) for GIFFT.

**About the role**

GIFFT is seeking a lead sales person who is self-driven, passionate, compassionate, and ambitious. We're looking for someone who is aware of the sales process and would love the challenge to create a sales team for a new startup.

**What you'll do**

- Recruiting and training new sales staff, assigning specific tasks to other sales staff, and monitoring the team's sales performance.
- Solving customer complaints and answering customers' questions.
- Writing reports for senior managers.
- Actively acquiring new GIFFT partners and assisting others to maximize sales.
- Providing sales staff with constructive feedback and assisting staff to solve customers' problems.
- Maintaining positive customer relations.
- Motivating the sales staff and creating an atmosphere of healthy competition among the staff.

- Create, improve & execute a working structure that supports the sales activities and enables information access for the whole company in real-time.
- Help to grow our team, improve processes, participate & collaborate in broader company team topics (such as fund raising) and other activities.

### **What you'll need**

- 1+ years of sales experience.
- A bachelor's or associate's degree in marketing, sales, business or a related field may be advantageous.
- Strong sales ability, business acumen, and commercial awareness.
- Excellent communication, interpersonal, and customer service skills.
- Strong leadership abilities.
- Good time management, strategic planning, and organizational skills.
- Fluency in German (C1 level).
- Excellent written and verbal communication skills in English.
- Internalized entrepreneurial drive.

### **What's in it for you**

- Competitive salary.
- Stock option grant.
- Flexible working hours.
- Cool working environment in the heart of Munich.
- Snacks, coffee & drinks provided.
- Fundamentally impact the way people go out for food.
- Allowance to facilitate remote working during WFH period.
- Opportunity to work for a truly multicultural team.

### **More Info**

[www.gifft.de](http://www.gifft.de)

### **How to apply**

Send CV & linkedin to [luciano@gifft.de](mailto:luciano@gifft.de)