

Director of Sales

full-time

MarineXchange Software GmbH
Lastenstrasse 13
8020 Graz | Austria
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Workload 40 h/w

Department Sales

Location Graz (hybrid)

ABOUT

With the MXP software suite, MarineXchange offers the only enterprise software platform for the cruise industry. It provides a complete portfolio of powerful tools to better manage cruise-ship operations in a corporate office as well as onboard ships. Currently, more than 55 companies with over 385 installations are using the MXP Enterprise Platform to manage their business.

KEY RESPONSIBILITIES

- Pro-active client relationship management
- Key account management
- Generate new sales leads and reach out to potential and existing customers
- Present the MXP Enterprise Platform to potential and existing customers both online and on-site, in German and English
- Analyze market trends and identify new business opportunities
- Collaborate with other departments to maximize customer satisfaction
- Attend industry events and trade shows to promote MarineXchange products and services

REQUIREMENTS

- At least 5 years of experience in a leading sales position
- Extensive experience and deep knowledge of the cruise industry
- Excellent communication skills in both German and English (proficiency in additional languages is beneficial)
- Strong presentation skills
- Teamwork abilities and a proactive approach to working with other departments
- Strategic thinking and problem-solving skills
- High level of self-sufficiency and initiative
- Ability to travel as needed for client meetings, presentations, and industry events

BENEFITS AND PERKS

- Rapid professional and personal development at the leading software supplier in the cruise industry
- Secure and long-term employment in a fast-growing industry
- A work environment with exciting and varied tasks
- A great working atmosphere in a highly motivated and successful team with an international corporate culture

For this position, a minimum annual salary of €72.000 is provided. Depending on your qualifications, experience, and additional competencies, we are willing to offer a higher compensation.

Excited to take the next step in your career?

Then please send us your detailed application documents (CV with photo, certificates, etc.) via e-mail to career@marinexchange.com