



**CRASHTEST
SECURITY**

WE ARE LOOKING FOR A INBOUND SALES REP (M/F/D)



Who we are

Crashtest Security is a young, Munich-based startup, which was founded in 2017. We offer an automated vulnerability assessment tool for web application and APIs, made for agile development teams. It is our goal to enable software development companies to scan their application for security vulnerabilities prior every release without additional effort.

What we offer

- Shape the web application testing market with us
- Freedom to take responsibility
- Flexibility in the organisation of your work hours and area of responsibility
- A curious and helpful team, which will support you with your tasks
- Free drinks, snacks and regular team events
- Attractive sales bonus program

Your Qualifications

- You have prior experience in inbound-sales for a B2B - SaaS business
- You have prior experience in optimizing the user journey and onboarding as well as lead nurturing
- Your hands-on mentality helps you to quickly achieve set goals and you are willing to go the extra mile
- We are looking for a person that is willing to grow with us and learn more about topics that are not in your experience scope yet
- Experience with Hubspot and Google Analytics is beneficial
- Excellent english communication skills mandatory, German communication skills are beneficial

Responsibilities

You will be responsible for the inbound sales activities and lead generation for the Crashtest Security Suite. This includes strategic tasks such as defining campaigns, optimizing the user onboarding journey and operative tasks such as executing campaigns, qualifying and closing prospects & creating content.

Contact

We are looking forward to receive your application!
Please send your CV to:

Daniel Schosser
jobs@crashtest-security.com
+49 (0)89 215 41 665

Crashtest Security GmbH
Leopoldstraße 21
80802 Munich



CRASHTEST-SECURITY.COM/JOBS