



**CRASHTEST  
SECURITY**



# WE ARE LOOKING FOR A SENIOR 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

- Experience in selling technology products with the interest to understand complex technical problems
- Hands on mentality: Don't be afraid to pick up the phone and call prospects
- German skills to communicate with customers in the DACH market
- Prior experience in SaaS sales or key account management mandatory

## Responsibilities

You will be responsible for your own pipeline and selling the Crashtest Security Suite. This includes operational tasks (qualifying leads, evaluating and solving customer-specific problems, supporting the lead throughout the sales process, negotiating prices with the leads and converting them to customers) and strategic tasks (maintaining your own pipeline, optimizing your work based on commonly defined metrics)

## Contact

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

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