

SaaS Sales Representative

– m/f/d – Full time –

We are an international software company based in Dresden that develops **innovative SaaS solutions for agriculture**. Our mission is to revolutionize efficiency, productivity, and sustainability in agriculture worldwide through intelligent, internet-based software.

We are looking for a SaaS Sales Representative, to strengthen our dynamic team. In this role you are the bridge between our innovative software and our customers. You will be responsible for the entire sales process – from lead generation to closing the deal – and ensuring our products optimally meet customer needs. You will work closely with the development team, providing technical support and consultation throughout the sales cycle.



Your tasks

- Proactively acquire new customers (Email, phone, social media) and qualify sales opportunities.
- Present and demonstrate the value proposition of our SaaS products.
- Clarify technical requirements and advise customers on the appropriate software solutions.
- Negotiate pricing and contract terms.
- Coordinate order processing and ensure excellent post-sales support, including relaying customer feedback to development.

Your profile

- Proven experience in SaaS sales, ideally in the Agriculture or B2B Tech sector.
- Strong technical understanding and the ability to translate software features into business value.
- Excellent communication, negotiation, and persuasion skills.
- Proactive, results-driven approach and confident management of multiple sales cycles.
- Fluent in German and English.
- Industry knowledge in the agricultural sector is a plus.

What we offer

- A dynamic, international work environment in the heart of Dresden.
- Competitive compensation and attractive benefits.
- Close collaboration with innovative development teams.
- Comprehensive career and development opportunities.

Apply now and simply send your application, including your salary expectations, to Kristin by email!

jobs@fodjan.de