

MOD Devices GmbH
Wilhelm-Kabus Str. 21-35
10829 Berlin
Germany



Sales and Business Development Manager

MOD Devices is looking for an mid-senior sales professional to run its B2B commercial activities, the relationship with distributors and retailers, and to contribute to the B2C online sales strategies and execution.

Your Duties & Responsibilities

- Independently generate, develop and support projects.
- Acquire new areas with a focus on market development.
- Negotiate and determine sales conditions with distributors and large retailers.
- Increase sales volumes and revenue.
- Keep close measurement and report of performance in local markets.
- Perform analyses of target groups and implement actions together with local distributors and the marketing team.
- Support existing local distributors in increasing sales volumes.
- Independently establish as well as expand the MOD's presence in key markets.
- Familiarize self thoroughly on two complex core products and peripherals.]
- Manage online sales activities from planning to execution in partnership with the marketing team.

Your Skills & Qualifications:

- Four years of sales representative experience or strategic management and execution of sales initiatives.
- You communicate with enthusiasm and actively build networks
- Confidence, willingness to perform and self-motivation
- Fluent in business English. A second language is a plus.
- Knowledge of German is an advantage.
- Familiarity with the music business and the music world is very important.

About MOD Devices

MOD Devices is a young and fast growing start-up based in Berlin. MOD is playing a major role in the digitalization trend/process that is revolutionising the music industry. As the first digital platform for performing musicians, we are breaking new ground with an entire ecosystem of solutions for amateurs and professionals, in any working environment (home, studio or stage), based on Open Source Software.

We are located in the heart of Berlin's music scene - the RAW area. Our offices are surrounded by the clubs, bars, concert venues, practice rooms and music schools that energize the city.

At MOD Devices, you will join an international and highly motivated team, actively participating in the company's growth and the improvement of our hardware products and digital platform, with music creation always at the tip of your fingers (or toes!).

Remuneration: to be discussed.

Contact: work@moddevices.com

Refer to: Gianfranco Ceccolini, CEO