

testxchange

⚡ HIRING

Commercial Manager B2B

Full-time Position in Marketing & Sales in Berlin, Germany

We need you - to disrupt the testing industry!

Are you looking for a new challenge?

Interested in hitting the ground running in a B2B-tech- start-up in Berlin?

About Testxchange

Join us in our mission to revolutionize testing and certification by building the leading digital platform for the TIC industry (TIC: Testing, Inspection & Certification), a €200 billion B2B market.

Did you know that practically all physical products that we use every day (food, phones, cars, you name it) need to be tested and certified before they can be sold to end customers? This is done in more than 50,000 test labs all over the world. Testxchange connects these labs with manufacturers of products via our marketplace. Using the Testxchange platform, labs and customers can work together more efficiently and save time and money. Our platform offers a leap in efficiency and transparency for an under-digitized industry at just the right time.

Our team of experienced engineers and highly committed professionals is working hard to build the digital infrastructure of the future for the TIC industry. We are offering the exactly right mix of innovation, customer benefits, fun at work and aiming at having a real positive impact on our market, on a global scale.

What you will do:

- You will join Testxchange on the management level, responsible for all marketing and commercial aspects including all growth and sales efforts.
- You will be in charge of all marketing activities based on our strategy.
- You will be responsible for driving sustainable growth and increasing all revenue streams of the platform.

- You will lead, build and develop a strong team of marketing professionals (SEO, SEA, Social Media, Content, Analytics) and coordinate, measure and support their efforts highly efficiently.
 - You will develop a world-class sales organization adapted to our global roll-out and growth strategy.
 - You will help to accelerate revenue growth, building on our existing large network of clients and our products & services, orchestrating our efforts in marketing, sales and business development.
 - You will lead all named activities in very close cooperation with the management, our engineering and operations team and you are pushing for alignment and constant improvements
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You are the right person for us if you:

- Consider yourself a marketing & commercial generalist with a proven track record from various working environments / projects and expertise in several areas of growth & sales disciplines (e.g. SEO, Social Media, B2B SaaS sales, ...).
 - You bring growth, marketing & sales expertise of at least 5 years in a consulting, corporate or startup environment (B2B).
 - You are driven by an entrepreneurial mindset and ambitions, hungry to push hard and grow fast.
 - You are a native German speaker and 100% fluent in English. It is a plus if you speak more languages.
 - You love working hands on, getting things done and taking over tasks that are not part of your job role if needed.
 - You are disciplined, results driven, analytical and you pay great attention to details.
 - You are an excellent team player.
 - You feel at home in a passionate, fast-paced, trial-and-error work culture.
 - You are based in Germany, ideally in Berlin.
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What we have to offer:

- Work in a well-funded, revenue generating start-up with large potential and be part of shaping the future of a huge B2B market that affects all of us all the time.
 - Make peoples' lives more secure by helping to bring only safe products to the market.
 - A full-time and permanent employment opportunity.
 - Join a diverse & driven group of awesome professionals. Great people only!
 - Flexible working hours and fully remote working is possible.
 - Very attractive compensation package
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As a team, we believe in diversity and equal opportunities regardless of race, gender, age, religious beliefs, physical ability, marital status or sexual orientation, and we expect the same from you!

Would you like to know more?

Send us your application!

 jobs@testxchange.com

Please let us know:

- Why are you interested in working with us.
- Why you believe that you are the best possible fit for this position when sending your application in.