

# Enterprise Sales Representative



**Location:** Kiel, Germany (hybrid)  
**Starting date:** as soon as possible

**Join our team now!**  
**Easily apply on LinkedIn!**



## **Your role in our MINT family:**

- Establish relationships with customers to sell MINT products and services
- Successfully navigate complex corporate customer organizations and cross-functional business units
- Develop and execute sales strategies to drive revenue growth and achieve sales targets
- Build and maintain strong relationships with key decision-makers and influencers in the aviation industry
- Customize and deliver live sales presentations and proposals to prospects that demonstrate the long-term business value of MINT TMS
- Participate and provide leadership in customer-requested meetings and calls
- Utilize internal tools to accurately track and maintain accurate data for the pipeline, forecasts, and activity tracking
- Stay abreast of the competitive landscape and emerging technologies to help position MINT TMS in the marketplace
- Actively promote and position MINT for success within our targeted industry sectors

## **This is how you can impress us:**

- Excellent organization skills with strong attention to detail
- Minimum of 3 years of experience in enterprise sales, preferably in the aviation industry
- Proven track record of exceeding sales targets and building strong customer relationships
- Excellent communication and presentation skills in both English and German
- Ability to work independently and as part of a team in a fast-paced, dynamic environment
- Willingness to travel as needed based on the needs of the business

**Learn more about our MINT family & follow us on social media!**



## *What we have in store for you:*

- **Our people & culture:** at MINT you will be part of a global family that thrives on our cultural diversity. We love spending time together on social events and pride ourselves on the fun, productive environment in our MINT family.
- **Flexibility & remote working:** We respect every person's individual routines. Therefore, we support flexible work schedules and remote working for you to find your perfect work-life-balance.
- **Work-Life-Balance & family-friendly environment:** At MINT we believe having enough space to spend quality time with family and friends or to follow your favorite free time activity ensures mental and physical well-being as well as it motivates you every day!
- **Extra bonus payment:** We believe that people make the company, and therefore we love to share our profits with our team members through an additional annual bonus payment.
- **Annual pay review:** We offer you competitive and fair remuneration with annual performance base pay increases and to account for changes in the cost of living expenses.
- **Travel allowance:** Our great office location allows you to easily come to work by using Kiel's public transportation. We are pleased to contribute to your monthly ticket costs.
- **Company pension:** To help prepare our people for an enriching retirement, we contribute to our employee's direct insurance scheme.
- **Employee loans:** We help you out, if you are in need of some extra money. Maybe you want to refurbish your new apartment or buy a new car? We have got your back!
- **Hansefit:** Our team members' health is our top priority. Therefore, we offer the countrywide sports facility membership "Hansefit" and contribute to a large extent to the monthly costs.
- **Fun company events:** At MINT, we believe in the importance of building strong bonds between our team members, and we do so by organizing a variety of fun team events throughout the year such as our monthly indoor soccer games.
- **Boarding apartments:** If you join our team from abroad and relocate to the beautiful city of Kiel, we provide you a company apartment for your first months in Germany!
- **Loyalty & long-term relationships:** We want you to be part of our MINT family without any limits. All our work contracts are indefinite!
- **Travel opportunities:** As a global company with customers and MINT family members all around the world such as Germany, USA, Canada, UK, UAE, India and Colombia we offer you exceptional travel opportunities to exciting locations and meet amazing people!
- **Drinks & snacks:** we believe the way to a human's heart is through their stomach and this is why we provide beverages, snacks and the occasional catered lunch
- **Pet-friendly offices:** If you choose to work from one of our offices, feel free to bring your four-legged friend with you. We'd love to meet them!

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