



Inside Sales Representative (B2B) for trivago – In Düsseldorf, Germany

Join trivago and help shape the future of the world's largest online hotel search. Apply today and work with the latest technology and with colleagues from over 60 countries.

Does success give you an adrenaline rush? Want the chance to experience Europe while working at an international, English-language company? If you're a bold, determined, eager to learn individual who won't take no for an answer, our Düsseldorf head office has an exciting opportunity for you.

What you'll do:

- Develop into a sales specialist as we teach you the trivago approach to selling.
- Cold call hoteliers across UK and Ireland via phone and email to convince them of the value of our products.
- As an expert on our B2B tool "Hotel Manager Pro", be the first point of information for hotels in helping them to optimize their online presence.
- Improve your sales abilities by actively using our CRM system, achieving sales targets and producing sales metrics reports, all while keeping users' perspectives in mind.
- Work together as a team as you share your successful strategies and support each other in improving.

What you'll definitely need:

- You are a driven go-getter: we can teach you everything about sales but determination can't be taught. If you show real desire, self-motivation and willingness to get to know the industry, we can help you with the technical aspects.
- Excellent communication and negotiation skills in English – both written and oral.
- Confidence: you won't shy away from proactively calling hotels to promote our products, you enjoy being on the phone and have the ability to spark others' interest.
- A sociable personality that means you work well individually and in a team.
- You can convince others with your open, compassionate manner.
- You speak English (our company language) at a native level.
- A valid work permit for Germany.

What we'd love you to have:

- Any previous sales or acquisition experience.

Life at trivago is...

- The chance to work with adventurous people from over 60 nations to redefine the travelling experience for millions of people.
- Being supported in all your needs, including relocation assistance and language classes for international arrivals.
- The opportunity to develop personally and professionally with regular free workshops, seminars, sports and activities.
- The freedom to embrace small-scale failures as a path to large-scale success.

- Working at our head office in Düsseldorf, a city boasting the 6th highest quality of life in the world for expats.

Important additional information:

- Please note that only applicants with a valid work permit for Germany will be considered for this position.
- Please note that your CV and motivation letter must be written in English.
- This is a fixed-term contract of 1 year with a long-term perspective.
- We do not require the services of an agency for this position.

Apply online: <http://bit.ly/2enzOyC>

Please note we only process applications via this URL. If clicking the URL in this message does not work, just copy and paste it into the address bar of your browser.