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Builds and strengthens relationships with existing and new customers.  
Manages and develops relationships with key internal and external stakeholders.  
Managing Sales Activities

Participates in activities to acquire new business and/or close on business.  
Preparation for solicitation of local companies.  
Activities include: Sales Blitzing, Solicitation Calling, Appointments, Site Visits, Entertainment, FAM trips, trade shows, etc.  
Executes and supports the operational aspects of business booked (e.g., generating proposal, writing contract, customer correspondence).  
Using Knowledge of Market Trends and Target Customer Information to Maximize Revenue

Identifies new business to achieve personal and location revenue goals.  
Understands the overall market - competitors' strengths and weaknesses, economic trends, supply and demand etc. and knows how to sell against them.  
Closes the best opportunities for the location based on market conditions and location needs.  
Providing Exceptional Customer Service

Supports the company's service and relationship strategy, driving customer loyalty by delivering service excellence throughout each customer experience.  
Services our customers in order to grow share of the account.  
Executes and supports the company's customer service standards.  
Provides excellent customer service consistent with the daily service basics of the company.  
Sets a positive example for guest relations.  
Interacts with guests to obtain feedback on product quality and service levels.

#### Job Requirements

Relevant degree, in a sales or hospitality / business disciplineFluent command in German and English; written and spoken.Team player and entrepreneurial.Affection with Moxy DIY Concept and next generation.