JUNIOR SALES REPRESENTATIVE
DACH Region | Family Business Background

As a junior sales representative for Germany, Austria and Switzerland, you will work with the Global Head of Sales in the EMEA team to build a dominant market share in the region. Trusted Family helps its HNW client families to maximise their unique values and to stay together.

You will:
• Have primary responsibility for leading the company to a dominant market share in the region;
• Take responsibility for business development activities in the region, including conferences, workshops and webinars – membership of family business organizations a plus;
• Assume accountability for managing the existing clients in the region;
• Be responsible for reaching sales targets in the DACH region;
• Leverage existing client relationships to increase market share;
• Leverage existing client relationships to sell and roll out new product and consulting offerings as and when they are available;
• Work from Brussels, Belgium; and travel frequently.

Our ideal candidate should have the following requisites:
• Family Business background, or strong affinity with HNW business families;
• Fluent English and German, other languages a plus;
• Deep understanding of dynamics within business owning families, and an appreciation of the value of keeping a family together;
• A highly energetic, entrepreneurial attitude and a strong team player;
• Proven sales skills are preferred.

Our offer:
• A competitive base remuneration with attractive variable salary;
• A fast-paced working environment, with a strong entrepreneurial and initiative-rewarding culture;
• The opportunity to contribute immediately and profoundly to the development of a key region;
• The chance to gain deep contacts with the world’s largest business families;
• The chance to learn deep client relationship and selling techniques from experienced experts.

Trusted Family respects and seeks diversity in cultures, perspectives, skills and experiences within our workforce.
ABOUT TRUSTED FAMILY

Trusted Family is based on the belief that families can create greater financial as well as non-financial value through increased cohesion between their members.

Our goal is to help families go beyond merely staying together, and to enable them to systematically identify and leverage their unique family assets.

To accomplish this goal, we have built a set of solutions, which enable families to measure, track and manage towards internal cohesion.

At the heart of our approach is a purpose-built, modular and secure online platform. This, coupled with our family business expertise, equips us to deliver platform based advisory services across communication, education and societal strategies - the three key drivers of cohesion.

Trusted Family was created and is majority controlled by some of its client families. Today, more than 90 progressive business families across 25 countries share our vision for the future of the successful family. Should you wish to find out how to join this rapidly growing movement, contact us for a preliminary consultation.

Should you wish to find out how you can contribute to this rapidly growing movement, please send your resume and cover letter to careers@trustedfamily.net