

WE ARE HIRING:

B2B Sales Manager (remote)

Who you are

- You are passionate about **mental health**
- You are fluent in **English**, other languages (especially German) are a plus
- You have a hands-on mentality and feel comfortable working in a **start-up** environment
- You've completed a **university degree** (sales/business administration)
- You have gained **first work experience** in sales (AE, BDR, etc.), ideally in start-ups
- You like to work with numbers and make **data-driven** decisions
- You are used to working with **CRM (e.g. HubSpot)** and sales automation tools

What you will do

- **Account management:** Take over our existing clients, build strong relationships and explore upsell opportunities
- **Sales:** Bring in new clients & partners through smart and personalized outbound activities
- **Orga:** Build a sales organization from scratch (CRM, sales pipeline, KPIs, reporting, sales material, sales process, etc.)

What you will NOT do

- Engaging in meaningless mass-outbound activities or cold-calling
- Getting frustrated chasing unrealistic quotas

About It's Complicated

It's Complicated is a Berlin-based mental health startup, trying to transform therapy one step at a time. We want to close the gap between people and the help they need, imagining a world where anyone who needs a therapist has one. Because life is complicated, but finding a therapist shouldn't be. We not only help clients find their perfect therapist, but also support therapists in their craft of helping others. Featuring over 1,500 mental health professionals from 80+ countries, counseling is currently available in almost 100 languages, both online and in-person.

How we would work together

- You'll be able to work **fully-remote** within Berlin time zone +/- 2h
- We want to start off with about **20h/week** on a **freelance** basis, option to go full-time later on
- Budget for the start will be €2.000 per month + commission
- Start date: **asap**

Interested?

Send your application (CV + intro message) to: **david@complicated.life**

In your email, let us know the following:

- Why do you want to join us
- What's your connection to mental health
- Why would you be a good fit for our team