



Sales Representative (m/f/d) for Austria & Switzerland

Drink More Water, together we grow.

Here at waterdrop®, we make drinking more water fun, convenient and most importantly, sustainable! Discover the world of innovative and eco-friendly hydration solutions with our fruity little cubes – Microdrinks – that save up to 98% plastic compared to drinks in 500ml plastic bottles and help score one for the planet. Our centrally-located headquarters offers a vibrant environment, featuring an on-site restaurant and gym, not to mention the opportunity to connect with prospective colleagues from all over the world. With a successful online presence, 40+ stores around the world, dedicated B2B partners and over 22,000+ retail and branded stores, we can't wait to take this journey to the next level – **with you!**

What your role is all about:

- As a Sales Representative (m/f/d) for Austria & Switzerland you identify and research potential clients through various sources
- You prepare sales presentations, proposals, invoices and contracts
- You develop and execute sales strategies to increase volume and revenue
- You track and report on sales performance and customer trends
- You maintain accurate and up-to-date records of sales activities and customer interactions in the CRM system
- You manage accounts and partnerships
- You build and maintain positive relationships with new and existing clients

What makes you a great fit:

- You bring a minimum of 2 years experience in corporate sales with a proven track record of meeting and exceeding sales targets
- You bring an organized, results and relationships oriented approach to landing/managing accounts and maximizing sales
- You are able to work in a fast-paced environment, understand & build new processes and interact well with all cross functional departments.

- You have strong communication and negotiation skills
- You speak German at C2 level and are business fluent in written and spoken English - every additional language is a plus

Why you will love working with us:

- A **high-achieving, international community** of waterdrop colleagues, located in a brand-new HQ in Vienna, Austria.
- **Development opportunities** in one of the fastest-growing e-commerce companies in Europe.
- **MyClubs sports vouchers**, to have a sporty balance.
- In-house **fitness centre**.
- In-house **company doctor**.
- In-house restaurant with **subsidized healthy meals**, for a break with your colleagues.
- **Discount** on your waterdrop purchases.
- Legendary summer and Christmas **parties!**

The minimum salary for this position is EUR 37.674 gross per year on a full-time basis. Depending on your qualifications, there is the willingness for overpayment.

We work in a changing world which offers great opportunities for people with diverse backgrounds and experiences. We seek to attract and employ the best people from the widest talent pool because creating value through diversity is what makes us strong as a business and enables us to solve important problems and deliver added value. We encourage an inclusive culture where people can be themselves, are valued for their strengths and are empowered to be the best they can be.

Wanna Drop in? Send your application documents in English through our online application system. We are looking forward to reading from you soon!



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Additional information

Location | **Vienna**

Position type **Full-time employee**

Start of work **Jun 2, 2025**

Responsible

Sandra Werber