



## Sales Manager (m/w/d) - Ruby Workspaces

**At Ruby your personality really matters, your time really matters and we strongly believe we groove way better together. At Ruby we keep breaking new ground.**

Hey Sunshine,

You think stuffy and old offices are a thing of the past and that work should be comfortable, flexible and full of **creative inspiration**? You believe that your work should be a place with **personality and soul**, where new ideas come to life? Then you are the missing olive to our Martini, the missing melody in our music and the **heartbeat of our Ruby Workspaces**.

We are looking for you for our re-opening **Workspace Ruby Leo in Munich**, and our **Workspaces Ruby Hans in Hamburg** and **Ruby Carl in Düsseldorf**, where you will actively support our local sales team as a **Account Manager (m/f/d)**.

We are a fast-growing hospitality group with existing hotels and workspaces in some of **Europe's most exciting locations** and many more projects under construction. We **break new ground** with our **Lean Luxury philosophy**, creating a contemporary and affordable form of luxury. We also bring this into our **workspaces** with flexible and inspiring offices in a central location as well as high-level equipment.

**Join us and make it your own story.**

**Apply now**

**Trust us, you won't get bored, as you:**

- research and contact potential customers for the Office, Meeting and Events product segments
- participate in relevant events and industry meetings as a Ruby Works brand ambassador

- plan and implement sales campaigns in cooperation with the marketing team and prepare the pre-opening of the new workspace through mailings and follow-ups
- are part of the preparation and running of the community events and actively promote them to the tenants
- are responsible for researching, contacting and negotiating cooperations with potential partners, as well as for the development and support of already known and existing corporate clients
- supervise independently your leads through the entire sales process, from house tours and contract negotiations up to the move-in of the tenants
- plan, support and implement cross- and upselling measures
- are responsible for regular reporting, such as the preparation of monthly reports, and you are involved in setting up a standardised reporting tool
- are actively involved in the local sales strategy, among other things by continuously analysing the market and sharpening and verifying the target group profile

#### **We've been waiting for you, since you have/are:**

- a Love Seller <3
- at least 2 years of professional experience in sales or alternatively have completed a comparable course of study
- a structured, independent manner and have an eye for detail
- a talent for self-organisation, especially time management
- enjoying to communicate with people and approach others openly
- convincing with your warm charisma and professional appearance
- passionate about travelling (a lot) and working in new environments
- contributing to a positive working atmosphere as a team player
- a good command of MS Office, CRM knowledge would be a plus
- communicating fluently in English and German

#### **What's in for you? That's how we groove:**

##### **Ruby, Ruby, Ruby**

- your style, your smile, your ideas – bring your personality to work
- better together – at work, during team events or just because it's Monday 😊

##### **'Cause I'm having a good time**

- LEGEN... wait for it... DARY staff rates – for you, your travel buddy and your family & friends
- even work is better at the beach – 10 days workation per year
- no more excuses – we support your sports program

##### **Ain't no mountain high enough**

- level up your game – trainings, coaching, mentoring and your personal development budget take you to the top
- innovation is part of our DNA – Lean Luxury, paperless, cashless, ... you name it

##### **Money, Money, Money**

- sharing is caring – thanks to our opening and profit-sharing bonus your account will grow when Ruby grows
- no matter how you get to work – a mobility allowance comes on top

- take it to the next level – secure yourself some extra cash through talent scouting, semi-annual special payments and an individual bonus agreement

### Where have you been so long?

**Daily business? That's not the case with us.** Whether you have an eye for detail or want to break new ground with your creative and innovative nature, whether you're tech-savvy or more passionate about numbers - there's a place for you at Ruby. We're always looking for **friendly faces and passionate team players**.

Not perfect CVs, but **great personalities**, who'll help us create hotels and workspaces with **character and soul**. So, whatever makes you tick, join us and start your Ruby story.

### Diversity, Equity & Inclusion

We believe that...

...you can love whoever you want to

...you should decide for yourself whether and with which pronouns you would like to be addressed

...you can be proud of your heritage and culture

...you don't have to justify your religion or world view

...you are good, just as you are and make our team and Ruby's diversity unique

We can't deal with: isms

Racism, sexism, heterosexism, anisemitism and all other isms are not tolerated here.

**Apply now**

### Get to know our People & Culture Team

Any questions about our pitch? Then contact us at [jobs@ruby-hotels.com](mailto:jobs@ruby-hotels.com) or +49 89 125 095 220.

Your Ruby People & Culture Team



If you want to know what to expect, listen to **Lucas story from our Corporate Office in Munich**. You can find even more **Ruby Stories** here:

[www.lean-luxury.com/stories](http://www.lean-luxury.com/stories)

Ruby Stories: Lucas, Senior Manager Systems & Innovation Management at ...

