



Change the world, at work !

Country Manager Germany

Are you ready to launch your own business? To become an autonomous entrepreneur, but with the full support and security of an innovative and fast growing business?

This is the opportunity you've been waiting for!

People want companies and brands to be actively involved in impacting the world in a positive manner. We believe that companies and their employees have a remarkable potential to create change.

Alaya empowers people to change the world, one act at a time. We make corporate giving and employee volunteering easy, flexible, and measurable, driving outcomes that matter to organisations worldwide. Our technology and world-class service enable companies to build a compassionate, purpose-driven culture and engage employees while serving the community—all through one platform.

In order to expand our team of 15 people we are currently looking for a Country Manager for Germany, to develop our business and expand sales in that region.

Key Responsibilities

You will be in charge of developing the German market entirely. Your scope could eventually include other German-speaking countries as well, such as Austria and/or the German part of Switzerland.

After an initial training, your main objective will be to expand our operations with companies in that region.

Among other tasks you'll be involved in the following activities:

- Analysing the local market, competitions, trends and opportunities
- Generating new sales leads
- Cold calling to present solution and set meetings
- Face-to-face meetings with company prospects
- Understanding partner/client needs and proposing an adapted solution
- Presenting our digital platform and services to potential customers
- Advising on Employee Volunteering, Corporate Giving and Impact Reporting
- Analysing the market and the latest trends of the sector
- Brainstorming new solutions and services together with the management team
- Signing new corporate partners and supporting the onboarding of users
- Recruiting and managing employees in your country
- Leading your team and country to great success

While you'll have a great degree of autonomy, you will also be fully supported by the Alaya team in Switzerland, including marketing, sales and product functions, who will do their very best to make sure your objectives are reached successfully.

Benefits

You will have a permanent full time position at Alaya for the first few months and receive the best possible training from our teams. You'll then be able to create your own local structure and run the business in the country.

You will be expected to be very autonomous and to take responsibilities by learning and proposing new solutions and alternatives to the team.

You will be part of a young and motivated group of professionals who are passionate about making a difference in the world. We offer a challenging and motivating role with the possibility of taking more responsibilities as the company evolves.

The remuneration includes a base salary and a big commission scheme. Most importantly, you'll be joining a start-up in a very exciting stage, of rapid growth and international expansion. We're currently finalising our Series A and sky is the limit!!!

Who we are looking for

The role can be based in any of the major cities in Germany.

The ideal candidate would:

- Have a proven track record in sales, a passion for entrepreneurship and for reaching out to people, presenting a service/ product and negotiating
- Have a bachelor degree in management, administration, marketing, international relations or a related field
- Be a German native-speaker and be fluent in English.
- Not be afraid of the phone or of being challenged by the Human Resources Director or CEO of a Fortune 500 company

You live the Alaya Values!

- **Passion:** You inspire others. You care deeply about Alaya's success and your colleague's success. You celebrate achievements!
- **Innovation:** You re-visit issues to discover practical solutions to difficult issues. You challenge assumptions and suggest better solutions. You keep it simple.
- **Performance:** You accomplish great amounts of important work. You demonstrate strong performance, above your peers, and colleagues can rely upon you. You make mistakes. But learn quickly from them!
- **Ethics & Respect:** You make no compromises when it comes to ethics. You don't hide information, you never lie, you don't jump to conclusions without sufficient information. You always respect everyone around you, no exception.
- **Curiosity:** You learn quickly and eagerly. You seek to understand our business, strategy and users.
- **Fun:** You bring happiness to work and make people around you happy. You make jokes, and accept jokes. You're pleasant to work with.

Most importantly, you have a passion for doing good and engaging people to change the world for the best.

Interested? Please send your CV to career@alayagood.com

