



VEEUZE



## Account Manager (m/f/d)

Product visualization - B2B Sales Growth - Germany (Middle/North/East), Benelux, Nordics

### Are you an Account Manager with a passion for the interior industry?

Join VEEUZE, Europe's market leader in virtual interior design and product visualization for the furnishing and interior design industry. With more than 2,000 customers in 22 countries, we enable brands and retailers to bring products to life and support confident buying decisions with state-of-the-art visualization software.

As an Account Manager, you are not only the first point of contact for our customers, but also the driving force behind the success of our partnerships. With your solution-oriented mindset, you understand complex customer requirements, translate them into tailored concepts and help us accelerate our growth. Measurable results, increased revenues and the continuous development of our customer relationships clearly show your impact.

### What You'll Do

- Advise and sell our software solutions
  - Consult and sell our sophisticated, explanation-intensive software products.
  - Position VEEUZE solutions as value-creating tools for our customers in the interior and furniture industry.
- Manage and grow customer accounts
  - Build, maintain and further develop long-term B2B customer relationships
  - Take full responsibility for the care and development of your existing customer portfolio
  - Analyse customer needs and translate them into individual solution concepts
- Drive growth within existing accounts
  - Identify and leverage cross-selling and upselling opportunities with existing customers
  - Prepare quotations and negotiate contracts through to successful closing
  - Monitor your pipeline, revenue and margin targets in your region
- Collaborate across the organization
  - Work closely with internal departments (Product Management, Digital Media, Data Management) to ensure an excellent customer experience
  - Share structured customer and market feedback with internal stakeholders to support the further development of our products and services

Travel requirement: High willingness to travel within **Germany (Middle/North/East), Benelux and the Nordics**.



VEEUZE



## What You Bring

You bring strong sales skills and experience in selling advisory, software-based solutions. Your ability to understand complex customer requirements and develop tailored concepts sets you apart. You enjoy working in a fast-moving environment where you can shape customer relationships and see the impact of your work.

- Completed commercial or technical education or a comparable university degree
- Several years of professional experience in sales of explanation-intensive software products (B2B)
- Ideally, experience in the interior design, furniture or related industries
- Proven track record in closing deals and a confident, convincing appearance in negotiations and presentations
- Strong communication and negotiation skills, including at decision-maker level
- High level of initiative, goal orientation and ownership for your accounts
- Very good command of English, both spoken and written
- High willingness to travel and flexibility within your region

## What We Offer

Do you want to use your skills and experience to help shape how we use innovative technologies and services to design the world of Multichannel Marketing 4.0 and make products truly tangible?

Then VEEUZE is exactly the right place for you.

- Above-average compensation with attractive bonus programs
- Company car
- Fully remote work
- Flat hierarchies and a supportive, international team
- Development opportunities and above-average vacation
- Company pension, health insurance, daycare subsidy, and other great perks

**Location:** Remote

**Region:** Germany (Middle/North/East), Benelux, Nordics

**Start date:** January 1, 2026 or later

Ready to shape the growth of a European market leader in virtual interior design?

Apply now at [application@veeuze.com](mailto:application@veeuze.com) and join us at VEEUZE!