

Job Offer Sales Account Manager (m/f/d)

Your tasks:

- proactive sales and business development of our solutions & services
- identification, qualification and prioritization of target accounts and projects according to a structured and strategic approach (CRM based)
- expansion of existing customer relationships with the help of cross-selling and up-selling campaigns
- independent analysis of the needs of our customers in consultation and sales talks and development of solution proposals
- quoting and tracking
- conduct sales negotiations and secure contract conclusion
- active support for customer appointments, trade fairs, events and presentations
- close cooperation with manufacturers and internal interfaces such as Technical Consulting, Business Development and Marketing

Your profile:

- a successfully completed degree with a business or technical focus or comparable qualification
- at least five years of professional experience in sales and (key) account management - ideally in the IT infrastructure environment with products from manufacturers Splunk, ExtraHop, Cubro, SentinelOne or comparable products
- experience and demonstrable success in direct sales of demanding IT solutions
- great technical affinity and a keen perception
- independent, entrepreneurial thinking and acting as well as high self-motivation
- customer orientation, service readiness, reliability and capacity for teamwork
- strong communication skills
- confident, professional demeanor and negotiating skills
- very good spoken and written German and English skills
- willingness to travel



We offer you:

- a demanding task with a lot of freedom and responsibility in a company with well-known references
- a rapidly expanding market in which you can look after projects on your own responsibility
- the opportunity for continuous education
- the chance to benefit from the know-how of an expert team that contributes to the customer's success with innovative solutions
- teammates who take exchange and mutual support for granted
- a friendly working atmosphere with regular team building events
- regulated time for work from home and Co-Working Spaces in the office
- very central location in the city of Munich

Interested?

We look forward to receiving your application by email to HR@netdescribe.com

We guarantee to treat your application as confidential.

Unfortunately, applications sent to another e-mail address or by post cannot be processed.

If you have any questions, simply pick up the phone and dial 089-215 4868-0.