



We are looking for team players with sales expertise:

Sales Executive m/f

Role responsibility

- Lead Management in Scopevisio
- Sales organization for dedicated markets in Germany, Austria, Switzerland (DACH-Region)
- Reportings concerning leads and sales closures to Sales Team Manager
- Coordination of client requirements with all Consulting Team Leads
- Existing customer care and “farming” (acquisition of follow-up projects)
- Proactive managing of customer portfolio
- Predictive planning and short-term response to changes in the market
- Annual business plans (sales and turnover planning, budget planning) with Sales Team Lead

The ideal candidate:

You should ideally have a consulting background, no matter if it was in-house or external. In addition, you have the following characteristics:

- At least 2 years of sales experience, ideally already in Business Intelligence
- Experience in the consulting sector
- Fundamental understanding of software architecture
- Initial experience with project or process management
- Focused analysis and solution of customer requirements
- Identification of business opportunities
- Excellent communication skills, technically as well as management-wise
- Ability to recognize customer needs, to structure them and then forward them to the Consulting Team in order to solve the need
- Talent to establish customer relationship and to extend them continuously

You fit best to us if you have superior high quality standards for your own work. You yourself should be your most fervent critic. To take initiative and responsibility is second nature to you. You like being a team player with excellent soft skills. You are used to work in an experienced and successful team. Moreover, a well-funded economical background is very important together with advanced English language skills orally and in writing.



This is what you get

We are a young and innovative team that lets the future happen today. We do not only work by high professional standards and a lot of expertise but also with high commitment and much zeal.

Employee loyalty is our first priority.

Thus, we measure our business success not only with a high customer satisfaction but first of all with high commitment from our employees. We know that they are the backbone of our success. That is why we focus on a value-based and client-orientated corporate culture that is built on confidence.

Our open, familiar working atmosphere is characterized by relationships based on mutual trust. We also offer state-of-the-art IT equipment, a company car and adequate company pension. Moreover, our employees participate medium and long-term on the company's growth. The legal form as German stock corporation (Aktiengesellschaft) was carefully chosen for this reason.

Are you interested? We are looking forward to meet you!
Please send us your application via Email to karriere@inspiricon.de.