



ENGFER CONSULTING
PERSONALBERATUNG

SENIOR SALES MANAGER (M/W/D) REMOTE

An internationally successful B2B software provider that is focused on out-of-the-box solutions for industry. The main focus is digital solutions to maximize the ROI in the automotive industry and soon in many other industries. The Salesforce-based Sales Management Suite increases sales productivity and finally the top- and bottom-line. Continuous excellence through maximum user efficiency and data accuracy provides immense value to globally well-known business partners, who rely on best-in-class B2B software as part of their digital transformation. The visionary products simplify countless inefficient process steps and ensure a lean process.

The global team includes experienced, passionate and self-confident people who share and live their values such as trust, fairness and respect. In addition to performance excellence, factors such as work-life balance are important to them. You can expect a highly modern company that is ready to grow, break records and do so with maximum enthusiasm each and every day.

Your Job

- 1 You continuously build new customer relationships and take care of your wide network consisting of successful and market leading companies
- 2 The identification of potential opportunities and the successful closing of long-term enterprise deals
- 3 The personal care of business contacts, you look after your existing clients and always ensure continuous growth with an entrepreneurial spirit
- 4 The focus is on the acquisition of new customers as well as extensive customer support and upselling on existing accounts as a trusted Key Account Manager (m/f/d)

Your Profile

- 1 At least 5 years in sales of premium B2B software in an industrial environment, ideally specifically SaaS
- 2 You are experienced with the successful acquisition of international customers and business development in the multi-million range
- 3 Your strengths clearly include the negotiation of multi-year investment projects and the long-term support of your business partners
- 4 You convince with excellent performance in international sales and thrive on understanding and communicating complex issues
- 5 You have a reliable and strong industry network and/or the willingness and passion to build a selected client base
- 6 You are very skilled and absolutely confident with C-level communication
- 7 In the context of your expertise, you are able to convince with fluent German and English, both written and spoken
- 8 True willingness to become more successful in an already established start-up, to generate growth and to conquer the top of the market, completes your profile.