



# AXIVAS

**MAKE YOUR DAY  
A SALES DAY  
JOIN THE TEAM**

## **EMPLOYEE (M/F) INSIDE SALES IT SYSTEMS**

### **YOUR RESPONSIBILITIES**

- ▶ Activities in the internal sales department of a well-known system house on the international market
- ▶ Telephonic sales dialogue in the B2B environment
- ▶ Web meeting with potential Decision Makers senior level
- ▶ Identification and following up of projects until business finalization
- ▶ Sales force support by appointment scheduling
- ▶ Active participation in the structure and development of processes
- ▶ The creation of customer profiles, customer database maintenance, cultivation of contact to business partners
- ▶ Active participation and development of customer projects
- ▶ Administrative activities in the customer environment

### **YOUR QUALIFICATIONS**

- ▶ Completed vocational training, preferably in the IT or commercial sector
- ▶ Sales experience in new customer acquisition and existing customer management
- ▶ You enjoy daily telephonic customer contact and you have a good IT understanding in the software and Cloud environment
- ▶ As a team player you live the „we feeling“ and bring ideas and experience into the team
- ▶ Ideally you have a good user know-how in CRM „Salesforce“

### **OUR OFFER**

The Axivas Group is an international operating and fast-growing company and stands for competent business customer service in sales, service and support with four national and six international locations.

It requires a lot of tact and experience to establish business contacts, to develop effective sales concepts and marketing strategies to pave the way to success. Companies such as SAP, IBM, Microsoft, ABB place their trust in Axivas.

In addition to attractive working conditions and a state of the art infrastructure, we offer you the opportunity to continuous advancement in a dynamic and innovative company.

A positive working environment with a strong spirit, great colleagues, flat hierarchies and short decision-making routes.

After the initial on the job training phase and continuous trainings, you will have the opportunity to take on a versatile and responsible job position.

Bei Interesse senden Sie uns bitte Ihre Unterlagen unter Angabe Ihrer Gehaltsvorstellung und des frühestmöglichen Eintrittstermins an:

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