



AXIVAS

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

SALES PROFESSIONAL B2B (m/w) EXISTING CUSTOMER CARE

YOUR TASKS

- ▶ Per telephone, the sales and marketing of telecommunication products (Cross and Upselling)
- ▶ Independent execution of internal sales activities from tender preparation to conclusion of contract
- ▶ Establishment and development of customer relationships
- ▶ Identification and profiling of the telecommunication Decision Maker
- ▶ Identification of the telecommunication infrastructure in target companies and the identification and solution orientated further development of business potential
- ▶ Cooperative teamwork with the sales force in the continuous development of existing customers

YOUR QUALIFICATIONS

- ▶ Completed vocational training, preferably in TC or the commercial sphere
- ▶ Interest in TC products and a good understanding of sales processes
- ▶ Ideally practical experience in telesales and/or proficiency in the telecommunication sector
- ▶ Communication skills, sales talent
- ▶ Enjoyment in customer contact, per telephone and per e-mail
- ▶ Target orientated, independent thinking coupled with business closure skills
- ▶ Previous experience in working with Microsoft Outlook and Excel
- ▶ The ability to prioritize incoming and arising tasks and self-organization

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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