



AXIVAS



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

SALES PROFESSIONAL B2B (m/w) – ISM

YOUR TASKS

- ▶ Distribution of high-quality services, from standard project business to IT/TC Outsourcing and Managed Services
- ▶ Independent execution of sales activities, from bid proposal management to the conclusion of the contract
- ▶ Establishment/development of customer relationships and existing customer management
- ▶ Potential evaluation, profiling, opportunity identification and pipeline development
- ▶ Identification of the IT infrastructure in target companies and the identification and solution orientated further development of the business potential
- ▶ Determination of additional customer needs (Cross / Upselling)

YOUR QUALIFICATIONS

- ▶ Completed vocational training, preferably in IT, telecommunications or the commercial area
- ▶ Sales experience, ideally in the IT / telecommunications environment
- ▶ Very good background information about the use of ITC in companies
- ▶ Sales strengths, business transaction completion strengths
- ▶ Competent handling of MS-Office applications and electronic media
- ▶ Certitude in the handling of CRM programmes
- ▶ Excellent communication skills and pleasure in working with people
- ▶ A good command of written and spoken English

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.

If we have awakened your interest and you are open to new professional challenges, we would be delighted to receive an informative application from you:

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