



AXIVAS



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

SALES REPRESENTATIVE B2B (m/w) CUSTOMER ACQUISITION

YOUR TASKS

- ▶ For business customers, the telephonic sales & marketing of IT and TC products requiring explanation
- ▶ Support of the field sales force in appointment scheduling
- ▶ Identification of projects and active follow up until business transaction completion
- ▶ Development and enhancement of customer relationships
- ▶ Administrative tasks and database maintenance

YOUR QUALIFICATIONS

- ▶ Completed vocational training, preferably in IT, TC or the commercial sphere and/or comparable qualifications
- ▶ Interest in IT and TC products and services in both software and hardware segments, a good understanding of sales processes and/or well-founded IT know-how
- ▶ Practical experience in telephone sales and/or knowledge in IT and TC
- ▶ Strong communication skills, sales talent and enjoyment in telephonic customer contact
- ▶ Target orientated, independent thinking and acting paired with business transaction conclusion skills
- ▶ A very good knowledge of German, additional language skills desirable

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 please send your application documents stating your salary expectations and your earliest possible starting date:

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