



AXIVAS



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

INSIDE SALES CONSULTANT (m/f) SOEST - MULTIMEDIA / IT

YOUR RESPONSIBILITIES

- ▶ Represent the client brand in a multi-Vendor Partner
- ▶ Develop business opportunities
- ▶ Solve the sales related issues as needed basis
- ▶ Increase overall client awareness at key partner locations
- ▶ Provide answers to client pre-sales questions for distribution account managers & customers
- ▶ Stimulate reps to quote Client products more frequently
- ▶ Manage bid requests through the Vendor bid system
- ▶ Follow up on quotes and bid opportunities
- ▶ Promote all client sales incentive programs
- ▶ Provide regular feedback to client
- ▶ Submit weekly/monthly reports on the state of the business
- ▶ Report sales performance and progress regularly
- ▶ Conduct training for partner reps on client products
- ▶ Drive client events, floor days and table tops

YOUR SKILLS

- ▶ High school diploma or equivalent; college degree in business or a related field preferred
- ▶ Two or more years IT sales experience
- ▶ Six or more months experience conducting small group presentations or training
- ▶ Solid understanding of the Partner landscape and the ability to learn quickly
- ▶ Time management and organization skills
- ▶ Strong oral and written communication skills fluency in German and 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 team 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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