



# AXIVAS

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

## **INSIDE SALES (M/F/D) IT & CLOUD SOLUTIONS**

### **YOUR RESPONSIBILITIES**

- ▶ Telephonic marketing of IT and Cloud products with a need for explanation to business customers
- ▶ Support of sales force by appointment scheduling
- ▶ Identification and follow-up of projects until business deal completion
- ▶ Establishment and development of customer relationships
- ▶ Administrative tasks and database maintenance
- ▶ Independent project management and reporting to the contracting body

### **YOUR QUALIFICATIONS**

- ▶ Completed vocational training, preferably from the IT or commercial area
- ▶ Interest in IT products and services in software and hardware sectors and an understanding of sales processes and/or well-founded specialist IT knowledge
- ▶ Practical experience in telesales and
- ▶ Strong communication skills, sales talent and enjoyment in telephonic customer contact
- ▶ Target orientated, independent thinking and acting coupled with business completion decisiveness
- ▶ German level C1/ C2, English level B2 and/ or additional language skills

### **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.