



# AXIVAS



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

## **SALES REPRESENTATIVE B2B (m/w) SOFTWARE SYSTEMS**

### **YOUR TASKS**

- ▶ Working in the sales department of a well-known software manufacturer
- ▶ Processing of sophisticated sales projects
- ▶ Telephonic support for new and existing customers and for prospective customers from the B2B market
- ▶ Analysis of Cross, Up, Down Selling potential and Lead Generation
- ▶ Sales support in important project phases
- ▶ Identification of requirement situations and derivation of thereof resulting precise requirements
- ▶ Database maintenance concurrent to sales orientated communication
- ▶ Attendance of customer appointments and briefings. A wide variety of projects in telemarketing with digital/social approaches.

### **YOUR QUALIFICATIONS**

- ▶ Completed vocational training, preferably in IT or the commercial sphere.
- ▶ Preferably first sales experience in new customer acquisition and existing customer management
- ▶ You enjoy (daily) telephonic customer contacts
- ▶ IT understanding in software and Cloud environment
- ▶ As a team player you live that „us feeling“, you bring ideas and experience into the team
- ▶ Ideally you have already gathered work experience in SAP CRM
- ▶ A good command of written and spoken English
- ▶ German language proficiency, native language level

### **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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