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Junior Account Manager Industrial Software Solutions (m/f/d)

Your Job

- You proactively approach new and existing customers for our B2B sales of software solutions and projects in the areas of computer-aided design (CAD) and product lifecycle management (PLM).
- You determine the necessary demand for our products as well as potential projects, for which you are responsible for further sales support throughout the entire project duration.
- You will use business platforms and attend national and international trade fairs to represent our company, make new contacts and acquire new customers.
- As part of the sales process, you will organize product presentations and workshops with customers, prepare offers and follow them up until the contract is signed.
- Updating and maintaining customer data in our CRM system and regular reporting are important parts of your work.

Your Benefits

- Flexible working time models with the option of mobile work
- 32 days annual leave
- Long-term perspective with exciting tasks
- Strong and open team
- Many opportunities to help shape the company
- Freedom for personal and professional development
- Modern, spacious office with a great roof terrace and beach chair
- Regular events
- Many attractive benefits – free drinks, food discounts, fitness, free parking and much more.

Your Know-how

- You have successfully completed a technical or commercial degree or comparable training and may have gained initial experience in the sale of software solutions and projects.
- You are driven by success and our technologies inspire you.
- You have a good technical understanding and like to familiarize yourself with various complex topics in order to understand the challenges of our customers.
- You like to communicate and you enjoy making new contacts on your own initiative.
- You impress with your goal- and customer-oriented communication skills, successful relationship management and a good level of empathy.
- As a team player, you have a love of learning, organizational skills and ambition. Your open attitude enables you to think outside the box.

Software Factory GmbH

Arbeitspensum

Vollzeit

Start Anstellung

01.09.2024

Dauer der Anstellung

unlimited

Arbeitsort

Parkring 57-59, 85748, Garching, Munich, Germany

Publication date

08.05.2024

- Fluency in German and English and a basic willingness to travel are a matter of course for you.

Your Contact Person

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