



PR/087191 | Senior Sales Executive - IT & Solution (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1557770

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

September 9th, 2025 10:24

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

OVERVIEW

The leading software house specialised in tailor-made estate and property management solutions and platforms. Aiming to provide an all-in-one solution to clientele, with over 30,000 clients using their solutions to run businesses worldwide.

KEY REQUIREMENTS:

- Interest and passion in sales or business development
- Experience in the hospitality business
- Business level in German and English communication skills

JOB RESPONSIBILITIES:

- The role will consist of conducting the company's products and solutions sales activities in 360-degree within the DACH market.
- Responsible for the hospitality segment for example hotels, Airbnb, holiday rentals, hostels, resorts, etc.
- Identify business opportunities and acquire new targeted clients into the portfolio
- Contact clients and build sales pipelines from scratch
- Demonstrate products and solutions through the virtual meeting
- Coordinate and implement email campaigns with the marketing team and the country manager
- Attend the company's trade shows 1-2 times per year

REQUIREMENTS:

- Interest in pursuing career in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- Knowledgeable in hospitality or booking operations and processes
- Hands-on, mature, can-do attitude, confidence, well prepared, and love talking to people
- Eligible to work in Germany and based in North Rhine-Westphalia (NRW)

BENEFITS:

- Hybrid work with 1 day at the office in Düsseldorf
- Flexible working hours
- 25 days of annual leave plus national and local public holidays
- Commission on target earnings
- Employee assistant and onboarding program

#LI-JACDE

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Company Description