



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

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1559268

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Germany

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 11:07

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.de/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.de/terms-of-use>

Company Description