



## PR/087063 | Inside Sales Executive – Hotel (DACH Market) (m / f / d)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントドイツ

#### 求人ID

1549804

#### 業種

ITコンサルティング

#### 雇用形態

正社員

#### 勤務地

ドイツ

#### 給与

経験考慮の上、応相談

#### 更新日

2025年07月08日 17:33

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

#### 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:

- At least 1-2 years of experience in sales or business development
- Professionals currently working in hotel front-desk roles or in Property Management Companies
- Business level in German and English communication skills

#### JOB RESPONSIBILITIES:

- The role will consist in selling the company's products and solutions mostly on the phone (cold and warm calling) within 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
- 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:

- Professional Experience in sales, business development, key account management, or who can clearly articulate why you want to move into sales.
- Career motivation for sales
- Smart & well-prepared
- 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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会社説明