



PR/087190 | Sales Executive - IT & Solutions (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

1557769

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09月23日 02:00

#### 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:

- Interest and passion in sales or business development
- 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.
- 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>

---

会社説明