9637 12242 Cloud Solution Sales (m/w/d) --  
  
\*We are an international IT consulting company for the digital  
transformation and enthusiastically help our customers around the world  
to maintain and expand their competitiveness.\*  
  
-Your tasks-  
  
· Acquisition of new projects and intensive support of existing customers  
· Identification and analysis of customer requirements in collaboration  
with the Professional Services team  
· Selection, positioning and sale of suitable solution concepts  
according to the requirements of our customers  
· Coordination and responsibility of the sales process as well as complex ones  
Quotations based on customer tenders, e.g. for  
framework agreements  
· Participation in shaping strategic issues as well as operational and strategic ones  
Planning of sales activities in the sales team, as well as participation in trade fairs  
· Creation of presentations including introduction to the customer  
Order management (e.g. preparation of offers, drafting of contracts and  
implementation, price negotiations)  
  
-Your profile-  
  
· Successfully completed business studies with a minor  
Computer science, study of (business/media) computer science or a  
comparable training  
· Several years of professional experience in sales of IT services  
· Overview knowledge in the field of cloud computing and project experience in  
IT consulting or software development  
· Strong service and customer orientation, paired with  
a reliable and structured way of working  
· Very good knowledge of German and English  
· Flexibility and willingness to travel  
  
-Your fme "all-round carefree package"-  
  
· Mobile, location-independent work  
· New Work – freedom to design your individual,  
flexible working model in full or part-time, creative spaces &  
coworking spaces  
· A wide range of benefits, such as subsidized ones  
Company pension scheme, free fruit and beverage flat rate, discounts on  
corporate benefits and much more  
· Equipped with current devices (4K monitors, HP notebooks,  
Smartphones of your choice: Apple, Google Pixel) also for private use  
· fme Academy – An annual training budget, weekly  
English training as well as an individual career or  
Further development planning via our personnel development tool  
· Innovation management – ​​convince colleagues and colleagues with your idea  
board and actively help to shape topics  
· Become a "real fme'ler" - Be part of a highly motivated  
Teams full of passion for digital processes  
  
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Curious? More insights into our company and yours  
We will be happy to give you an area of ​​responsibility during a personal  
getting to know each other  
  
We look forward to seeing you! Sales-Manager/in None 2023-03-07 16:10:18.042000