9568 12173 Senior Sales Manager Digital Business (m/w/d) remote -What you do with us-  
  
  
  
  
· As a Senior Sales Manager you are responsible for the sales of our  
Responsible for IT services and first point of contact for our  
Customers. Based on the requirements, you work together with the  
Sales and technical team solutions to meet customer needs and  
To reconcile project requirements in the best possible way. Besides that  
you conduct and conclude contract negotiations on your own responsibility  
away.  
· You assume responsibility for pitches right through to implementation  
and you are the contact person and coordinator of the interdisciplinary  
pitch teams.  
· You take over the support of our customers in the entire sales process,  
also happy to visit our customers on site.  
· You represent at national and international events and trade fairs  
diva-e and are happy to bring your ideas to our marketing, too  
to help shape a successful customer approach across all channels.  
· You observe the market, take care of the constant  
Further development of our portfolio and take over the continuous  
Optimization and further development of our sales processes, documents and  
- Reports.  
  
-when you fit in with us-  
  
  
  
  
· You are a real team player. One for all, all for one - that  
is your motto and ours.  
· You already have several years of sales experience (preferably in a  
online agency) and demonstrably very good success in the sale of  
IT services and online platforms in the e-commerce or CMS environment.  
A very good understanding of digital business models completes your  
profile off.  
· You have very good communication and presentation skills  
and can present complex issues in an understandable way. Besides that  
you have conceptual and analytical know-how as well as a high level of  
quality awareness.  
· You understand the requirements of our customers, own one  
professional appearance and negotiation skills as well as a strong  
Customer focus.  
· In the team and towards our customers you convince with your  
communicative and empathic way. Because of our English speaking  
Customers not only in German, but also in English.  
  
-Your advantages-  
  
  
  
  
· the technician comes to your home or the day care center is  
today? - that's not a problem for us. You can also from home  
work.  
· But flat hierarchies, lots of freedom to design and  
varied tasks.  
· We are always working with new technologies. Not just thanks to one  
high variety of tasks you always learn something new. Otherwise we do everything for  
your further education. For example with our diva-e academy, the visit  
of conferences or training measures.  
· In addition to the fixed salary, you will receive a performance-based component. Sales-Manager/in None 2023-03-07 16:10:09.640000