


Wir suchen zum nächstmöglichen Eintrittstermin einen:

# Design Template Classic

## You like

- You win our customers through digital B2B new customer acquisition and sell our software throughout the DACH region
- You are responsible for all new business processes - from the first contact with the customer to individual presentations to the submission of offers and negotiations
- With your Hunter gene you turn leads into deals and document them in our CRM tool "Salesforce"
- After successful completion, you hand over the customer to account management

## The difference you make

- You have experience in B2B sales - preferably in the digital area - and have a passion for sales
- You are familiar with sales techniques and tools; Terms like "needs analysis" and "KPIs" are not foreign words to you
- Your communication skills make you shine in conversations with customers and your charm and open-mindedness convince with every deal
- Your good feel for key figures and processes will help you to organize yourself and your pipeline
- Self-motivation, result and conclusion orientation as well as perseverance are what make you stand out
- A success-related salary component spurs you on and brings you to high performance
- You have a perfect command of the German language and, best of all, speak English well

## You can expect

- Start-up atmosphere
- Workplace equipped with Apple or Windows, the choice is yours
- Incredible roof terrace with a unique view over Vienna to enjoy the after-work drink perfectly
- Other benefits such as Sodexo vouchers, a table football table in the office, soft drinks and coffee are very important to us
- Success-critical position in an innovative, young and internationally operating company
- Interesting and varied area of responsibility in a creative team

## Wir sind:

Ein erfolgreiches, leistungsstarkes und mittelständisches Unternehmen. Mit unserem Team von hochqualifizierten Mitarbeiter/innen erreichen wir in der RUTHMANN-Unternehmensgruppe einen Umsatz von mehr als 170 Mio. € pro Jahr. Die Entwicklung neuer Produkte sowie Kundenorientierung und innovative technische Konzepte sind unsere Erfolgsgaranten.

Apply Now

Haben Sie Lust ein Teil vom RUTHMANN-Team zu werden? Dann senden Sie uns gerne Ihre Bewerbung zu.