



Software Sales Consultant (Software Services & Testing) Munich, Germany

About the Job

Job Title: Software Sales Consultant

Area of Interest: Software Services

Department: 80992 Munich – German / European HQ

City: Munich

State: Germany

Job Description: **Our client in India is a large software development and testing company, EN ISO13485 certified, more than ten years of highest distinctions as IBM solution partner and specializes in Application Lifecycle Management (ALM), which spans across requirements gathering, design and analysis, development and testing of software.**

This also includes automation, verification & validation and software services in embedded and systems engineering. In Germany they are initially focus on services in Automotive and Healthcare applications. The potential in these two sectors which are concentrated in the region made our client opt for Munich. Starting with operations out of their new international office in November 2016, and with effect 1st January 2018 moved to a new office in Munich's Tech Innovation Community-Center (MTZ).

Our client's culture is based on a core team of professionals always striving to deliver the best solutions for our clients. We value honesty, enthusiasm, respect, ownership, excellence and a service oriented attitude. This culture is essential to our success, distinguishing us from our competition and enabling us to hire and retain the best and brightest people in this business.

The **Software Sales Consultant (Software services & Testing, SSC)** role is market based sales and business development position. An SSC may cover a single large market or multiple smaller markets within the region. The primary responsibilities of the role are to help grow our client's sales through presenting and closing:

- Recurring professional, managed and testing solutions as Functional Testing, Performance Testing, Medical Devices Testing, Security Testing, Embedded Testing, Mobile Application Testing.
- Projects in Automotive, Healthcare/Medtech/Pharma industries in IT development.

SSC's will work closely with inside sales and marketing team and technical

management. At the Munich office he/she will have the chance to grow the CEE businesses and build up a local team.

Additionally, SSC's develop their territories through business development initiatives and networking activities such as mixers, tradeshow, Better Business Bureau and Chamber of Commerce initiatives, cluster events etc. as well as by soliciting references from existing our client's customers.

Duties and Essential Job Functions:

- Apply an in-depth understanding of our client's services, programs, and sales methodology to address complex and strategic software development, testing projects and procurement opportunities.
- Work with regional engineering project resources, regional relationship management resources, sales and management resources to achieve and exceed quota.
- Work with our client's HQ to cross-sell IT Services to their client and prospect base.
- Provide thorough and accurate insight into the financial results and forecast of sales of strategic and complex testing, project and procurement services.
- With support from marketing & channel strategy resources, present special programs to prospects.
- Develop a thorough understanding of how our client's services create value for customers.
- Develop a thorough understanding of technology services and trends.


Qualifications: **REQUIREMENTS:**

- 3-5 years of experience in the Managed IT Services, or IT Services industry.
- 4-year college degree or equivalent industry experience.
- Sales/business development experience, with a record of meeting and exceeding quota.
- High level of financial acumen, in order to have "business discussions with business people."
- Strong communication, presentation, listening skills.
- Ability to effectively deliver difficult messages while emphasizing positive, future-oriented perspectives.
- Technical aptitude, with the ability to appropriately apply technical service base to individual customer needs.
- Highly adaptable to changes in business direction, services, and needs from a prospect, client and our client's perspective.
- Successful track record of sales and relationship management with notable accomplishments.

- Strong analytical and strategic thinking skills.
- Ability to coordinate multiple sales activities.
- Exceptional interpersonal, oral and written communication skills.
- Exception planning, organization and time management skills; self-starter.
- High level of professionalism and integrity; good judgment.
- Good negotiating skills.
- Superior work ethic and high energy level.
- Ability to work with all levels of the organization.
- Computer skills (including Word, Excel, Salesforce contact management).

Benefits:

Our client's offers:

- Competitive compensation program.
- Outstanding benefits package (including medical, dental, life insurance) 
- Excellent holiday/vacation plans.
- Tuition reimbursement.
- Employee Referral Bonus Program.
- Ongoing training opportunities.
- Visible, exciting work supporting the sales of cutting edge technology and workflow solutions.
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Our client is an equal opportunity and affirmative action employer. We consider all qualified applicants for employment without regard to race, color, sex, religion or creed, national origin, sex, pregnancy, age, sexual orientation, transgender status, gender identity, disability, alienage or citizenship status, marital status or partnership status, genetic information, veteran status or any other characteristic protected under applicable law.

Contact us:

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