

## Sales / Business Development Executive with German

We started out as a digital transformation agency in late 2012.

Almost 6 years later, we have a product portfolio to complement our service business, focused mainly around marketing, data analytics and visualization, and the digital economy.

Would you like to join us in our journey to the top?

We are currently looking for a Sales Executive to support our business development & sales efforts. The role is data-driven, and reporting and reviews will be done on a bi-weekly basis.

Responsibilities:

- Explore and identify potential leads;
- Penetrate new markets by contacting leads and expanding the company's customer network;
- Build relationships with key account customers;
- Research new markets (of products, partners, sub-contractors, customers and competitors internationally);
- Prepare offers by negotiating terms and conditions;
- Participate in the value proposition building;
- Review and partially own outgoing communication, e.g. newsletters, cold emails

Skills & Experience:

- University degree in Technical, Business or related disciplines;
- Fluent English (Verbal and Written);
- Fluent German (Verbal and Written) is a strong advantage;
- Experience with using variety of software packages (ref. Microsoft Word, Outlook, Power point, Excel, Access, etc.);
- Strong communication and negotiation skills;
- Independent and multitasking professional style;
- Focus on details, prioritisation and decision-making;
- Experience in internet technologies and/or software development
- Excellent planning and organizational skills
- Ability to work in a team
- Problem-solving attitude
- Experience in a development or outsourcing company is a plus
- Willingness to travel: 5-10% of the time in Europe (Germany mostly)

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We offer:

- An excellent salary;
- A great working environment;
- A young and friendly team to work with;
- Freedom, space, and a lot of opportunities to grow;
- Excellent social benefits package, including private health insurance, sports card and others;
- A challenging job that requires a variety of skills and good self-confidence;
- Your talent and ideas will be appreciated.