



# Neos

whatever IT takes



We're hiring a  
**Head of Sales (m/f/d)**  
to lead our Sales Team in Munich

Your Role at Neos



**Sales Management:**  
Apply your outstanding consultative selling skills for Cloud solutions



**Leadership:**  
Lead, coach and grow the Neos Sales team for Germany



**Business Development:**  
Leverage your deep rooted IT- for Travel- and Insurance industry knowledge plus strong personal network to uncover business opportunities



**Global Collaboration:**  
Be able to work in a multi-cultural environment across three locations

## About Neos

Neos is a Cloud-, Infrastructure- and Service Provider, specialised in building customised Digital Platforms across all industries. We offer a full range of solutions around Big Data, DevOps and Software Defined Data Centers, including Infrastructure and Application Management, Cloud Infrastructure Enablement and application development platforms.

## What we offer

An exciting and stimulating position in a dynamic, fast growing and multi-cultural IT company. You will have the opportunity to develop yourself and your career, working in multiple areas in a relaxed, professional environment. You will also have the opportunity to be innovative and think 'outside of the box'.

Principal Tasks

- Take ownership of Neos's revenue and growth ambitions in Germany
- Collaborate closely with other members of the Management Team to align roadmap requirements and sales strategy
- Develop and implement the sales and go-to-market strategies to generate new business revenue
- Actively develop and maintain close relationships with C-level Executives at our customers and prospects to understand the impact of digitization on their business and lead them through the "Digital Transformation"
- Use your existing network and actively develop a healthy pipeline with the team
- Manage, coach and mentor the existing team of Account Managers and Technical Solution Managers and provide fair and clear leadership
- Continuously develop the team to be able to do consultative selling in a fast-changing technology market

- Set quarterly targets, objectives and performance goals against the company's targets for the Sales Team
- Ensure compliance of the commercial team with processes and policies and ensure the correct use of sales related tools (e.g. CRM system)

## 1. Professional Experience

Minimum of 10 years' experience in international IT Sales and/or Business Development roles

## 2. Required skill set

- Track record of driving and exceeding ambitious sales targets while inspiring and motivating your sales team
- Ability to develop and maintain C-Level relationships to build long-term trust relationships and generate new business opportunities
- Ability to understand and articulate the impact of technology changes on business models in various business models and industries
- All-around expertise in: people development, account development, organizational excellence, exceptional sales management, and sales operations
- Proven track record of closing multi-million € contracts
- Ability to work with peers to achieve success in all areas of the business
- Capabilities to inspire and motivate teams and team members and create an open dynamic and supportive team environment
- Excellent German and English language skills

If you believe you are the right person, please send your application via e-mail to Julia Häge!



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