

We're hiring a
Sales Executive DACH (m/f/d)
to support our Sales Team in Munich or remotely

You at Neos



Your DNA:

You would define yourself as a "hunter", hungry to acquire new customers for Neos, and eager to drive your career and personal development



Sales & Business Development:

You love selling Neos' customized managed cloud solutions to our customers through consultative selling



Get Customers Excited:

You enjoy meeting new and current Neos customers and to represent Neos at industry events, meetups, trade shows and in relevant forums



Global Collaboration:

We are spread across three different Neos locations worldwide and you love the international spirit

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

The greatest in Neos are our people! Imagine an exciting and stimulating position in a dynamic and multi-cultural environment of IT experts. You will have the opportunity to develop yourself and your career, working in multiple areas in a fun relaxed, professional environment. You will also have the opportunity to be innovative and think 'outside of the box'. We see ourselves as a family who helps each other and develops further together.

Principal Tasks

- Build and deepen the relationship with new and current customers in EMEA with focus on the DACH region
- Manage the end-to-end sales process of Neos' solutions and services
- Drive sales growth in the EMEA market with focus on DACH in line with the sales strategy
- Deliver and exceed the revenue targets and manage the sales funnel
- Cooperate with other Neos teams to deliver outstanding proposals, offers and projects to our customers
- Engage in relations with key opinion leaders and events to drive the Neos brand
- Provide insightful customer and market feedback to help the Neos teams
- Work closely with Neos account teams and the partner organizations of Microsoft, AWS, Google and others

1. Professional Experience

At least 3+ years sales experience within the area of IT software / systems solutions & consulting

2. Required skill set

- Experience in and/or motivation for learning more about cloud services and enthusiasm about the possibilities we can provide by customization of solutions
- You are customer focused and a natural sales personality with convincing communication, sales and negotiation skills up to C-Level of larger enterprises
- You are an outgoing and target-oriented personality who can set his/her own direction
- Ambitious and self-driven attitude to build and drive own lead and project funnel and to create new contacts
- Ideally you can provide some relevant network/relationships within the industry
- Willingness to travel
- Native German and fluent English, French is a plus

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



Neos IT Services GmbH
Landsberger Str. 155
80687 Munich

Tel.: +49 89 2488 17 000
careers-EMEA@neosit.com

Find detailed job specs here:
neosit.com/en/career.html