



We're hiring an
Inside Sales Expert (m/f/d)
to support our team in Munich

You at Neos



Sales Support:

You are the backbone of our sales team and love to support and drive the successful sale of Neos' bespoke managed cloud solutions to our large and mid-sized customers.



Inspire customers:

You like to be in contact with existing and new customers and represent Neos together with the sales team at industry events.



Global collaboration:

You live the international spirit and appreciate working in a multicultural environment with colleagues of over 22 nationalities across three locations.

About Neos

Neos IT Services is a leading technology advisor to companies relying on business-critical platforms. Neos is a partner to major enterprises delivering digitization roadmaps, automated cloud infrastructure, application development platforms, and Big Data platform optimization. With approximately 110 professional staff, Neos offers a full range of IT solution architecture including migration to cloud, Big Data, DevOps and Security.

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.

You are a bright, imaginative and dedicated Inside Sales Expert with a passion to nurture the Neos existing and new business. You will liaise between sales team, customers and cross-functional internal teams to manage expectation on the current state of sales and the development of it.

It is equally important to understand the current demand and future need of the customer business and to articulate how Neos solutions can bring value to this.

As Inside Sales Expert you will help us to achieve our goals by translating the company strategy into effective sales actions in order to grow existing revenues and customer base. These actions will be delivered in alignment with the senior management against agreed KPIs.

Principal tasks

- Support sales executives; may stand in for sales/account managers to coordinate sales activities
- Collaborate and execute the go to market strategy together with the marketing and commercial departments
- Act as a consultant to share your strong knowledge about Neos, the industry and major landscape trends
- Connect with customers via phone, web, email and video conference
- Respond to in-bound requests received via our website, social media channels and during industry events
- Qualify leads, develop the pipeline, track and manage accordingly
- Qualify prospective clients against the go to market strategy
- Maintain and develop the usage of CRM tool and ensure the consistency and accuracy of entered data
- Support sales executives to generate proposals for Neos customers
- Maintain high quality of proposal templates
- Assure the quality and diversity of Neos service description templates
- Monitor customers' feedback to improve Neos products and features
- Collaborate with our teams in perfecting Neos value proposition
- Tracking of purchase orders and invoicing with customers and internally
- Track results and collaborate with the sales team to update the sales forecast

Your Profile

- Min. 3 years of sales experience in the Cloud or ICT sector, ideally in a commercial or consultancy role
- Experience with systems methodology and CRM skills
- Strong commercial skills as well as target and customer focus
- Engaging and confident presentation style
- Problem-solving and positive attitude
- Strong analytical and organizational skills as well as result driven
- High degree of motivation and resilience
- Excellent interpersonal and communication skills
- Self-motivated to continuously expand skills and professional knowledge
- Great team player in a multi-cultural environment
- Excellent German and English language skills, French is a plus

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



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Find more about culture and benefits:
neosit.com/en/career.html