

Account Manager (German speaking)



For our customer, an exciting internet start-up in the heavy equipment industry, we are looking for a young and motivated account manager who is a passionate sales talent with a lot of drive and energy. As account manager you will be responsible for business development and sales over the phone and in person for potential German sellers, managing the full sales cycle while working towards targets and contributing to business growth.

Responsibilities:

- Following up on sales leads through proactive contact
- Cold calling proficiency
- Identifying the customer needs and matching them to their product offering
- Generating sales leads through commercial awareness
- Promoting products and value proposition with a professional and strategic approach
- Management of customer relation management system
- Proven ability to close sales as well as meet and exceed set sales target

Requirements:

- Experience working in a **commercial business development role**, demonstrating a successful track record of winning new business
- Dynamic, goal oriented and tenacious while possessing resilience
- Highly persistent, proactive and self motivated
- Very good planning skills and organised way of working
- Able to work well under pressure and high integrity value
- Hunger to exceed your targets
- Capable of working remotely with a global team
- Multi lingual - English and German

Are you the right person for this job? Send **Christina Gierlinger** (gierlinger@poolside.ch) your application via email or hand in your online-application:

<http://www.studentenjobs.ch/content/account-manager-german-speaking>

Starting date: As soon as possible
Duration: unlimited contract

Workload: 100%
Location: 3000 Rotterdam