

Located in Stuttgart, STORDIS GmbH is one of Europe's leading companies in the field of "Open Networking" and specialised in developing innovative, tailor-made networking solutions. Our primary customers are renowned enterprises operating in academia and research, media and entertainment, cyber security, telecommunication, financial services, defence, and service providers.

We run first-class laboratories fully equipped with the most recent open networking technology and develop individual software and hardware solutions in our two facilities in Germany and the United Kingdom. We are highly committed to promoting the "Open Networking Revolution" with the help of our international memberships.

As a result of positive progress, we are expanding and we are looking for a motivated new team member in the position of:

Account Manager - Enterprise

As a sales representative of STORDIS you are the primary point of contact for your enterprise customers. You establish and maintain high-quality relationships with relevant stakeholders in target enterprises and present our tailor-made network solutions on-site.

Your upcoming tasks:

- You develop strong relationships with customers and prospects worldwide and you are being perceived as trusted advisor
- You identify and capture customer requirements and foster a solution-oriented dialogue
- You analyse sales figures and manage sales pipeline and forecast
- You develop efficient sales strategies based on market analyses
- Ensure consistent, high value business reviews for customers and partners that highlight their performance and recommend opportunities to grow revenue and market share
- You negotiate effectively with our partners to drive additional revenue
- You are attending leading international exhibitions

Skills and Qualifications:

- A University degree in Economics or related, or equivalent education
- Directly related previous work experience with proven track record of success
- A strong interest in information technology, ideally in the field of networking technology
- Understands the industry and market segment in which customers are situated, and integrates this knowledge into consultative selling.
- Business fluent in German and English
- Excellent communicative skills and a positive attitude
- Strong organisational skills and the ability to work independently and well-structured
- Professional behaviour, credibility, and initiative in successfully closing deals.
- Practical experience with ERP systems, preferably Microsoft Dynamics NAV or equivalent
- A high level of willingness to travel

What we offer:

- A permanent position in a future-oriented company
- A performance-based compensation and a company car
- Tasks of diverse complexity and scope in an innovative environment
- Excellent career building opportunities such as internal training and advanced education
- flexible working hours
- Flat hierarchies and an international environment
- A versatile workspace equipped with modern technology
- Optional activities such as barbecues and corporate events.
- A strong appreciation of your personality and reliance in your experience and competencies

Your next step:

Are you ready to shape the future of networking technology with us? Great! Please send your applications to jobs@stordis.com. Please kindly provide your earliest possible entry date and your salary expectations. Your personal information will be treated as strictly confidential.

STORDIS values equal opportunity and considers qualified applicants for employment without regard to gender, age or national origin.



Location:

Rosenwiesstraße 17
70567 Stuttgart
Germany



Employee Type:

Full-Time



Starting Day:

Immediately



Contract Type:

Indeterminate