

Located in Stuttgart and with an office in Gloucestershire, **STORDIS Group** 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:

Inside Sales Manager

As a major sales representative of **STORDIS** you are primarily in charge of maintaining customer care relating to products and pricing. You will use consultative expertise, communication skills and business development skills to align prospect's and customer's business needs with the relevant high-quality products from our comprehensive product portfolio.

Your upcoming tasks:

- You will build a multinational inside sales team
- You will be involved in the day to day functions of the sales team – e.g., raising quotes, orders, expediting deliveries
- You will build a multinational inside sales team
- You are the main point of contact for our customers worldwide
- You develop sales strategies, product and service offerings, as well as large, complex solutions by working with the technical team within the STORDIS Group
- You work closely with our purchasing and supply chain teams regarding orders and delivery times to ensure smooth operation
- You will participate in sales and marketing meetings
- You will report to the senior management team on sales and profitability
- You analyse sales figures and manage sales pipeline and forecast
- You negotiate effectively with our partners to drive additional revenue
- You are attending leading international exhibitions.

Skills and Qualifications:

- Bachelor's degree in Economics or related, or equivalent education
- Sales related previous work experience
- A proven history of building up successful sales teams
- A strong interest in information technology, ideally in the field of networking technology
- Business fluent in English
- Preferably practical experience with the ERP Microsoft Dynamics NAV or equivalent
- A communicative personality and a high capacity for team work
- Professional behaviour, credibility, and initiative in successfully closing deals.
- The ability to motivate, co-ordinate and lead teams in multiple locations

What we offer:

- A permanent position in a future-oriented company with more than 10 years' experience
- An attractive salary and flexible working hours
- A unique, versatile test lab equipped with the latest technology
- The opportunity to experiment and explore and to be involved in the company's advancements
- Excellent career-building opportunities such as internal training and advanced education
- Working on a range of interesting projects in an innovative environment
- A strong appreciation of your personality and reliance in your experience and competencies
- Flat hierarchies and an international environment
- Excellent team spirit and after-work activities such as barbecues and corporate events.

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.



STORDIS
The Open Networking Expert



Location

Stuttgart / Gloucestershire / Remote



Employee Type

Full-Time



Starting Day

Immediately



Contract Type

Permanent