



<https://www.ircgmbh.de/en/job/product-sales-consultant-m-f-x-central-europe-mainly-dach-mf20190416/>

## Product Sales Consultant (m/f/x) – Central Europe (mainly DACH) in München



### Description

For our client, a leading global provider of software solutions we are looking for a

### Job Location

Munich

Remote work possible

## Product Sales Consultant (m/f/x) – Central Europe (mainly DACH)

**Location: Preferred Munich (but open), Germany**

### Ihre Aufgaben

#### Summary:

To identify, maximize and close opportunities within Central Europe for the software products, services and subscriptions. To achieve personal revenue goals, across the entire market in Central Europe.

#### Responsibilities

- Identify, maximize and close opportunities, including full documentation within the CRM system
- Develops sales strategies and plans specific to the geotechnical industry segment and region to achieve sales revenue goals
- Apply and execute the Sales Process to achieve sales revenue goals
- Prospect software solutions and services to companies that require geotechnical analysis
- Respond to leads/prospects, researching company solutions via corporate websites, seminars and collaborative sourcing efforts
- Providing webinars or presentations to prospects for selected products and offers
- Develop and maintain working relationships with appropriate corporate marketing, product advancement and operational advancement teams
- Maintain an appropriate level of knowledge about products and commercial programs
- Monitor relevant market developments and generate new leads
- Create knowledge base articles
- Actively keep your knowledge about the market up to date
- Contribute to business development in specific submarkets, initially mainly rock and mine engineering

### Ihr Profil

#### Requirements

- Knowledge in computational geomechanics, geotechnical engineering, soil mechanics, and/or rock mechanics
- Interest in finite element-based software applications for soil and rock analyses for challenging construction projects.

- Professional or academic educational background with commercial or technical specialism
- 3 years' experience in a sales engineering position in preferably geo-science or civil engineering
- Experience with numerical modelling
- Business German and English language skill required
- A successful track record of selling software, or technical products or services
- Excellent written and oral communication as well as strong presentation skills
- Proactive, self-starter with a good sense of responsibility
- Willing to travel up to 25% of your time

Bei Interesse an dieser Position, freuen wir uns über die Zusendung Ihrer vollständigen Bewerbungsunterlagen, vorzugsweise per E-Mail, inklusive Ihrer Gehaltsvorstellung und Ihres möglichen Eintrittstermins.

Ansprechpartner für diese Position ist Herr Markus Feichtmeier.

## KONTAKT

### IRC

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