

(Junior) Sales Manager – Homeoffice

Permanent employee, Full-time – Germany / Remote

We are „The Supplier Quality Software Company“

SQassist is a German SaaS company that provides data-driven, digital and best-of-breed decision-making capabilities for Supplier Quality Management. With the continuously growing importance of technology, data and efficiency in all aspects of business decision making, SQassist aims to become the integral number one in sophisticated Software for Supplier Quality Management.

Your tasks

- ✓ As a strong sales personality, you acquire orders from potential and existing customers. You will be responsible for everything from the initial inquiry to qualification, needs analysis, product demo, proposal preparation, and contract conclusion.
- ✓ You monitor the entire sales cycle of our current customers, keep an eye on contract extensions and potential churn, and initiate customer retention measures in good time.
- ✓ You understand the strategic visions, goals and needs of (potential) customers, provide them with expert advice and identify opportunities to place our products and services in line with customer requirements.
- ✓ You handle telephone and written correspondence with customers.
- ✓ You build effective and trusting relationships with our customers and make suggestions on how to drive digital transformation in their business.
- ✓ You identify cross-selling and up-selling potential with existing customers through customer analyses and then initiate appropriate sales measures.
- ✓ You work on the continuous expansion of your know-how around SQassist, the software industry and best practices in sales in the SaaS environment.

Your profile

We are looking for a sales personality with strong communication skills who enjoys customer contact and is service oriented.

Education: You have a university degree (Uni/FH) in economics (BWL/VWL), Wirtschaftsinformatik or a comparable degree.

Experience: You have already gained initial experience in sales and can demonstrate initial success in a comparable area.

Personality: You make new contacts quickly, can inspire others and are enthusiastic yourself. You are a real sales talent, but you don't just want to "sell", you want to advise your customers at eye level. You also bring a high degree of initiative, motivation and teamwork - coupled with the necessary assertiveness. You convince with friendly persistence, a distinctive goal orientation and a high degree of confidence in closing deals.

Working style: You have a structured and reliable way of working as well as the willingness for further training.

Languages: Your profile is rounded off by very good written and spoken German and English.

Your benefits

- ✓ First of all: Our Cultural Atmosphere: We live cultural diversity, have respect in dealing with each other, maintain open communication, are enthusiastic, share knowledge and help each other. If you also appreciate these values, then you've come to the right place.
- ✓ Remote and flexible: You decide where you start your working day.
- ✓ 30 days vacation and Team events, Startup atmosphere and well equipped

Does this sound like the right challenge? Then apply now. Send us your application and CV. Look forward to exciting projects, a good working atmosphere and great potential. Contact us at career@sq-assist.de