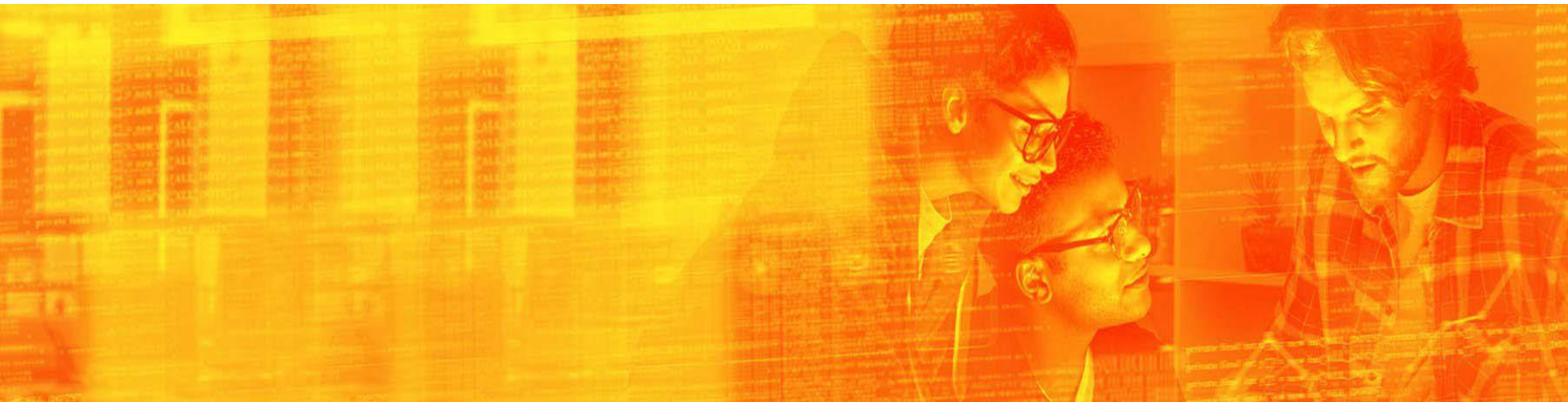


# We are looking for reinforcement!



To strengthen our team at our headquarters in Sulzbach am Taunus (near Frankfurt am Main), we are looking for a dynamic, committed and experienced personality as

## Senior Sales Manager (m/w/d)

### Your task

- Acquisition of new customers for the DIAMOS product portfolio in Germany and abroad (Luxembourg, Liechtenstein, Switzerland, Austria)
- Intensive observation of market and competition, preparation of market analyses, business and market development plans
- Documentation of sales activities in the CRM system, regular reporting and derivation of appropriate recommendations for action
- Creation and conducting of product presentations as well as preparation of offers and negotiation of contract with decision-makers
- Presentation of the DIAMOS product portfolio at trade fairs, marketing campaigns and similar events, including social media channels
- Support of projects, control of customer satisfaction and goal achievement (time, budget, quality, function)
- Sustainable support even in case of escalations
- Mediation between technology, technical requirements and management
- Moderation of technical and procedural problems

### Your profile

- Having completed studies in business administration, economics or a comparable field, you are a committed and passionate salesperson (m/f/d), who has several years of experience in selling software solutions, ideally to the investment / fund industry.
- You have demonstrably developed new customer relationships and expanded existing customer business and ideally have a resilient active network at different levels in the target segment.
- An engaging and confident manner, assertiveness, a high degree of self-motivation and organization as well as resilience, flexibility and a structured approach are attributes that distinguish you.
- You are goal-oriented and convincing in your use of communication and strong negotiation skills at all levels in German and English.
- You use Microsoft products confidently, use modern media creatively (social media, Xing, LinkedIn) and, thanks to your good technical understanding and your great affinity for the latest technologies and market trends, you quickly gain an understanding of other software products.
- Ability and willingness to travel as and when needed.

### We offer

We offer you a modern, attractive and secure job with prospects, exciting and varied tasks and projects, flat hierarchies with short decision-making processes, as well as plenty of room for the development and unfolding of your personal and professional strengths. You can expect a pleasant working environment in air-conditioned offices equipped with the latest technology and conveniently located. The induction phase with your own mentor will give you a smooth start. We support your work-life balance with a flexible working time system, 30 days' holiday, special leave and the option of mobile working. Our offer is rounded off by attractive and performance-oriented remuneration as well as other benefits.

See for yourself and let's get in touch right away. We look forward to receiving your application, stating your salary expectations and earliest possible starting date, to: [job@diamos.com](mailto:job@diamos.com).