

Inside Sales Representative Industrial Software (m/f/d)

Full time I in Bad Säckingen

You would like to play a fundamental role in achieving our customer acquisition and revenue growth goals? Become part of a unique family environment and work proactive in one of our expert teams with a high degree of personal responsibility. We are a leading international company focusing on the process industry with more than 40,000 users around the world who are benefiting from our solution Shiftconnector®.

Your chance

Every employee plays an important role in the growth and success story of eschbach. Become part of an established and at the same time visionary company with start-up character:

- Grow personally and professionally through your challenging tasks, (and) regular training and development opportunities
- Make a difference with a degree of freedom which includes enough responsibility and commitment
- Work in a bright, modern office with a cafeteria, roof terrace and free parking lots
- Coffee, water, fruit and a lunch allowance are included
- Get relocation-support for the move to the region of Bad Säckingen / Southern Germany

Your tasks

- Taking over responsibility for the qualification of customer inquiries in Germany and Europe
- Coordinating and generating target-oriented campaigns in close collaboration with our marketing team
- Active organization and co-hosting of prospect events including acquisition of participants
- Developing new sales opportunities through in-depth lead follow-up
- Comprehension of customer needs and requirements
- Researching customers, identifying key prospects and generating interest
- Maintain and expand database of potential customers in assigned territory
- Collaborate with channel partners to build pipelines and close deals
- Preparation of proposals and solution designs
- Depending on the experience level tasks will be personalized

Your profile

- Studies in the field of economics, business informatics or engineering, alternatively commercial/computer science-oriented training with professional experience
- Basic knowledge of IT and business is required, a qualification in one of the two disciplines is preferable
- Proven experience in inside sales
- Experience with web presentation and working in a similar position / company
- Excellent written and verbal communication skills
- Strong listening and presentation skills
- Confident and professional behavior in front of our customers
- Ability to multi-task, prioritize and manage time effectively
- Excellent English and German communication skills, other languages are beneficial

**Help creating our future and become part of the eschbach family.
Ready for the challenge? Apply now!**

Judith Messingschlager, career@eschbach.com