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Senior Sales Manager (m/f/d)

Employment Type
Full-time

Beginning of employment
01.07.2023

Duration of employment
Permanent position

Industry
Cyber Security / IT-Security

Job Location
Berlin, Flensburg, Cologne, Wuerzburg, Home Office
Remote work from: Germany

Who are we?

- We are an international, fast-growing company in the field of cybersecurity – and are therefore expanding our sales team to 80 employees as we expand
- Our service offering includes a self-developed vulnerability scanner as well as pentesting, a cyber defense operations center, security awareness trainings and expertise in blockchain technologies
- We create awareness for cyber security in the digitalization process
- Founded in the far north, we now have locations in Berlin, Cologne, Zurich, Abu Dhabi and Flensburg

What do we offer you?

- A great and heterogeneous team with diverse backgrounds and strengths
- Your individual balance between office and mobile work
- Focus on your strengths to fully develop your potentials
- Everyone promises you a good working atmosphere, here you get it
- Good ideas are not only welcome, but may even be implemented
- Individual onboarding
- Flexible working hours
- Permanent employment
- Fair variable compensation in addition to an attractive base salary
- Commissions are not capped because we reward your success
- 33 days of vacation
- 25% participation in your pension plan
- Sports offers and much more through our framework agreements
- A company car, also for private use

Your tasks with us:

- In one of our 4 regional locations you are responsible for the acquisition of new customers
- You are also responsible for the strategic planning of new customer acquisition and consistently follow this through to completion
- You look after your existing customers and generate increasing sales in the long term
- You take the customer requirements and accompany the projects in the realization phase with our team Sales Operations

Your profile:

- You are a convincing sales personality and have several years of experience in B2B sales
- Your absolute strength lies in the acquisition of new customers
- You have professional experience in sales of solution-oriented products, preferably in the IT industry or in telecommunications
- You are a competent interlocutor and convincing in negotiations on all levels (with technical experts as well as with the management)

- You have experience in selling products that require explanation
- You are a strong communicator and have an entrepreneurial mindset with a customer-oriented approach
- You are closing oriented and understand how to fill your sales pipeline to achieve your goals
- You have the goal in mind and do not let resistance discourage you

Contacts:
You feel addressed and would like to complement our team with your strengths? Then we look forward to receiving your application!

If you have any questions, please contact Robert Schneider at bewerbung@dgc.org or +49 461 995838-81.