// We develop software with passion!

With our software, banks can execute transactions faster, airports can provide new digital services for their passengers, car manufacturers can produce more effectively, or telecommunications companies can roll out the new 5G technology smoothly. We offer individual development opportunities and exciting tasks in an international environment.

We are looking for a

// Sales Representative

to strengthen our US Sales Team. Shape the digital future with us!

Exciting tasks await you:

- Identify and qualify business opportunities for solution software sales
- Prospecting, Contact customer base and major accounts within assigned vertical or account deck via telephone or travel on a continuous basis to sell and promote product information and assure satisfactory customer service.
- Have a passion to develop compelling business value proposals for our solutions and ultimately closing business deals
- Attain quota on a regular basis
- Provides product demonstrations virtually or on-site to customer as required
- Build and grow executive relationships with enterprise customers
- Assume full responsibility for accurate sales forecasting & ensure CRM is utilized appropriately and maintained on a regular basis
- Influence long-term strategic direction and serve as a business partner
- Negotiate and manage complex sales-cycles and present to C-level executives in corporate and global customers
- Drive business development and achieve strategic goals by leading customers through the entire business cycle

With this you inspire us:

- At least of 7+ years' experience in direct sales of technology related sales or business development experience at a B2B software company
- Hunter Sales mentality
- Experience selling infrastructure software, databases, analytical tools, applications software, or cloud solutions
- Experience in the assigned industry targeting Telco, Data Centre and Utilities preferred, Banking and Finance, Health Care, Manufacturing, Transport and Logistics
- Demonstrated success with large complex commercial and legal negotiations, working with procurement, legal and business team
- Ability to work with sales engineers and customer's technical leads to inventory existing software estate, define migration plans, and build business cases for migrations
- Demonstrate abilities to assess customer requirements, needs listening, identify business problems, and demonstrate proposed solutions
- Proven track record selling enterprise software into large/complex accounts
- Engineer's mindset to address issues and solve them
- At least Bachelor's degree in engineering or business

| Great Company Culture | Social Benefits | Training | Work Life Balance | Mobile Work | Team Events | Benefits Package |

Take your next career step with us and apply via e-mail, stating your salary requirements and possible start date. If you have any questions, please contact Ulrike Gruhs, Human Resources, career@fntsoftware.com