

Sales Manager (f/m/d)

Switzerland

For more than 18 years companies of all sizes rely on HighCoordination's management and IT consulting to solve relevant BI, planning and digitalization challenges - efficient, modern and reliable.

Do you find yourself in the following short profile?

- I'm a passionate sales manager and have perfect negotiating skills and assurance.
- I have a winning personality, an analytical mindset and I like being up-to-date with the latest technologies.
- With my business know-how, I quickly find my way in every customer situation.

...then you are the right person for us.

We are looking for your support for the distribution of our software products and services with focus on the region of German-speaking Switzerland.

Which requirements should you meet?

- Several years of sales experience, ideally in direct sales of complex IT solutions
- The right feeling to recognize customer needs and develop solutions
- Excellent networking and target-oriented contacts on specialist and decision-making level
- Knowledge of leading BI solutions (e.g. Qlik, Jedox, MS Power BI)
- Completed business studies or business education
- Very good German and English skills

What can you expect?

- Identification and acquisition of new customers
- Support and expansion of existing customers
- Competitive and innovative portfolio of BI & CPM offerings
- Product presentations at the customer's site or at trade fairs
- Cooperation on the development of sales and marketing concepts

Why us?

- Efficient hierarchies and decision-making as well as long-term development opportunities
- Attractive, performance-related remuneration
- Company car and company mobile phone
- Trusted working time model, possibility for home office, long-term development opportunities and team events
- Flexible location: Zurich or home office

Are you interested?

If so we want to get to know you. Please send us your complete application documents (with application letter, curriculum vitae, training and working certificates in a PDF document), indicating your salary requirements as well as the earliest possible date of entry, to jobs@highcoordination.ch or apply online on our homepage. For further information, please contact Mrs. Stephanie Jäger (Tel. +49 7732 8934 903).

We are happy to receive your application!