



## Technical Sales Consultant (f/m/d)

You filter all relevant customer needs, you meet customers on an equal footing, and you build on long-term, sustainable relationships. Then use your strengths and guide customers from the initial contact via the needs assessment to the conclusion of contract and follow-up support.

### YOUR RESPONSIBILITIES

- Identification of customer needs and professional consulting on custom-made software solutions or integration concepts
- Presentation of the Namirial product range in close cooperation with the account managers
- Responsibility for the entire sales process, from initial presentation to successful implementation
- Active support of our distribution partners and key accounts on a technical level
- Direct technical contact for major customers and coordination of problem-solving issues within the organization involving the support team

### YOUR PROFILE

- A technical degree with focus on informatic or business informatic (technical school diploma – HTL, technical college diploma - FH or University)
- For the senior position several years of experience in IT-sales and consulting of software solutions
- Good knowledge in software architecture and software engineering
- Broad IT know-how in integration architecture and IT infrastructure
- Knowledge of server administration with Microsoft IIS are a plus
- Good communication and English skills
- Willingness to travel between 4 and 8 days per month

### OUR OFFER

- Working in an exciting and innovative market environment
- Flexible working hours, uncomplicated holiday planning and home office
- Dynamic and open-minded working atmosphere with attractive benefits
- An international and motivated team that welcomes YOU!

### SALARY

The salary for this position is 45.000 – 77.000 EUR gross per year. We are willing to pay consistent with market value and dependent upon qualifications and experience.



#### LOCATION

Haider Straße 40a,  
4052 Ansfelden



#### EMPLOYMENT

Full-time, flexible  
working hours,  
home office



#### LANGUAGE

English, German  
(optional)



#### KNOWLEDGE

IT-Sales &  
Consulting, IT basic  
knowledge

### CONTACT

Managing Director,  
Head of Sales EMEA & APAC  
Klaus Fellner  
[jobs\\_at@namirial.com](mailto:jobs_at@namirial.com)

### NAMIRIAL GMBH

[www.namirial.at/jobs](http://www.namirial.at/jobs)