

German-speaking B2B sales representative in Athens

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German-speaking B2B sales representative in Athens

Are you a motivated and goal-oriented individual? Are you proficient in German? We have a great position with fantastic benefits and career opportunities in sunny Athens.

We are looking for German speakers who are looking forward to joining an international team and working for a top multinational software company from a brand-new office in the centre of Athens! If you are willing to progress your career in sales, read on and apply!

B2B Sales Job in Athens for the German Market

Your profile

- **You are proficient in German**
- You are fluent in English
- B2B sales experience
- Strong customer negotiation skills with good presentation and communication skills
- Strong business mindset
- Goal-oriented and problem solver

- Objective focused
- Tenacious and ambitious personality
- Strong teamwork spirit

Benefits

- **Competitive salary (14 early pays)**
- **Sales bonus**
- Permanent contract
- Private health insurance with dental care
- Meal voucher
- Full-time position (Monday to Friday)
- Opportunities for an international career
- Multinational working environment
- Free gym and other activities

Your responsibilities

- **Assist with project management, pricing, and follow-up calls**
- Cross and/or upsell the portfolio
- Create, develop, and manage accurate sales pipeline information
- Communication of forecast and accurate changes to customer buying plans
- **Develop account plans to deliver on strategic goals, such as revenue, market share, and portfolio spread**
- Proactively inform the customer of new product roadmaps, proposing upgrades and transition paths
- Understand the customer's key drivers from both business and IT perspectives, and develop relevant solutions to meet customer needs

Athens

Exciting career opportunities and a laid-back lifestyle await you in sunny Greece. From stunning landscapes to rich culture and history, Greece has it all. Enjoy a wallet-friendly lifestyle while thriving in the buzzing tourism industry and multinational companies. Greek hospitality is unmatched, with welcoming locals and endless entertainment options, from partying in Mykonos to exploring charming villages.

Looking for an exciting and challenging opportunity in a young international and dynamic environment? If you have a natural sales instinct, and strong technical aptitude, a prime software company in Athens is waiting for you!

Apply now in just a few steps!

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