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## Junior Account Manager Industrial Software Solutions (m/f/d)

### Your Job

- You proactively approach new and existing customers for our B2B sales of software solutions and projects in the areas of computer-aided design (CAD) and product lifecycle management (PLM).
- You determine the necessary demand for our products as well as potential projects, for which you are responsible for further sales support throughout the entire project duration.
- You will use business platforms and attend national and international trade fairs to represent our company, make new contacts and acquire new customers.
- As part of the sales process, you will organize product presentations and workshops with customers, prepare offers and follow them up until the contract is signed.
- Updating and maintaining customer data in our CRM system and regular reporting are important parts of your work.

### Your Benefits

- Flexible working time models with the option of mobile work
- 32 days annual leave
- Long-term perspective with exciting tasks
- Strong and open team
- Many opportunities to help shape the company
- Freedom for personal and professional development
- Modern, spacious office with a great roof terrace and beach chair
- Regular events
- Many attractive benefits – free drinks, food discounts, fitness, free parking and much more.

### Your Know-how

- You have successfully completed a technical or commercial degree or comparable training and may have gained initial experience in the sale of software solutions and projects.
- You are driven by success and our technologies inspire you.
- You have a good technical understanding and like to familiarize yourself with various complex topics in order to understand the challenges of our customers.
- You like to communicate and you enjoy making new contacts on your own initiative.
- You impress with your goal- and customer-oriented communication skills, successful relationship management and a good level of empathy.
- As a team player, you have a love of learning, organizational skills and ambition. Your open attitude enables you to think outside the box.

Software Factory GmbH

### Arbeitspensum

Vollzeit

### Start Anstellung

01.09.2024

### Dauer der Anstellung

unlimited

### Arbeitsort

Parkring 57-59, 85748, Garching,  
Munich, Germany

### Publication date

08.05.2024

- Fluency in German and English and a basic willingness to travel are a matter of course for you.

**Your Contact Person**

Lena Full

Human Resources

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