

iBlade® GmbH & Co. KG has been the specialist for automatic identification, measurement and optimum management of cutting tools for over 10 years. As a reliable and competent partner for the development of software solutions, RFID technology and special machine construction as well as the holistic concept of consulting, programming and maintenance, we enable medium-sized companies to make the leap into Industry 4.0.

For our location in Kolbermoor we are looking for the next possible date:

### **JUNIOR IT-SALES-CONSULTANT (m/f/d) alternatively JUNIOR-SALES-MANAGER (m/f/d)**

Your main area of responsibility will be sales and project support for the company's own software and various hardware components.

#### **These are your tasks:**

- Sales of our software and hardware as well as development of customer-oriented solutions
- Independent support of the assigned sales territory in Germany and the surrounding EU countries
- Expansion of customer and business partner relationships
- During on-site appointments, you will impressively communicate the added value of our software solutions and provide customers with advice on installation and commissioning. Your contacts will be the companies' top decision-makers
- Conceptual involvement in the introduction phase
- Presentation of the company by participating in trade fairs and specialist events.

#### **What you need to bring:**

- Successfully completed commercial training
- Good written and spoken English skills
- Interest in selling products that require explanation
- Good computer skills and knowledge of the IT environment are an advantage
- Good knowledge of MS Office products (Word, Excel, PowerPoint, Outlook)
- Committed and success-oriented personality
- Very good rhetorical skills and enjoy dealing with people
- High willingness to work in a solution-oriented manner and to contribute to the team
- Willingness to travel
- In addition, you have an authentic personality and find it easy to build trusting and long-term business relationships.
- You are characterized by determination, confidence in closing deals and a structured way of working.
- You have a high degree of personal responsibility, flexibility and diligence
- You have an affinity for future-oriented developments in the field of Industry 4.0

#### **Wir bieten Ihnen:**

- open-ended employment contract
- Flexible and regular working hours - no shift work
- attractive, performance-oriented remuneration
- 30 days vacation
- a familiar and friendly working atmosphere
- a friendly and helpful team
- extensive induction training
- Free parking directly at the office
- Good public transport connections
- Corporate benefits - discounts at many brands, stores and much more!
- free coffee

#### **Are you interested?**

Then we look forward to receiving your application! Please send your complete application documents to Ms. Paulacher-Kohnle: [paulacher@kohnle.net](mailto:paulacher@kohnle.net)