



// We develop software with passion!

With our software, banks can execute transactions faster, airports can provide new digital services for their passengers, car manufacturers can produce more effectively, or telecommunications companies can roll out the new 5G technology smoothly. We offer individual development opportunities and exciting tasks in an international environment.

We are looking for a

// Inside sales cum pre-sales executive

to strengthen our International Sales Team. Shape the digital future with us!

Exciting tasks await you:

- You work with the leads list provided by the global Marketing team to establish contact with relevant decision-makers and maintain contact via telephone, e-mail and social media with the aim of independently qualifying and developing marketing leads and handing them over to account sales
- You run your own regional initiatives to identify the next new customers for FNT by recognizing the real potential from various sources and thus also attract the attention of relevant contacts using unconventional and creative methods
- You proactively shape your own success story and the company's success with your sales activities, thereby significantly supporting our business development by building a lead and sales pipeline
- You document activities, potential and your success in our CRM system
- You understand the FNT products well enough to comfortably run customer products demos and high light the products benefit to the customer
- You show great eagerness to convince your customers about the competitive advantages that the FNT products are offering to customers
- You work hand in hand with the VP APAC to grow the FNT customer base in that region and you feel comfortable to work with sales targets

With this you inspire us:

- Hunter Sales mentality, Self-motivated, positive attitude and results oriented
- At least 3 years relevant experience in sales and some IT Presales or Solutioning experience in Data Centre and Networking solutions within the Telecommunications or IT Industry
- Experience in B2B and familiarity in software products and line of businesses will be advantageous
- Bachelor of Science in Computer Science is strongly preferred, a diploma/degree in Engineering or IT-related field
- Proven track record in exceeding sales targets
- Pipeline management expertise, and experience with SAP
- Excellent telephone manner and written communication skills
- Able to communicate fluently in one other SEA language will be advantageous



Great Company
Culture



Social Benefits



Training



Work Life
Balance



Mobile Work



Team
Events



Benefits Package

Take your next career step with us and apply via e-mail, stating your salary requirements and possible start date. If you have any questions, please contact Lena Hilsenbek, Human Resources, career@fntsoftware.com, + 49 (0) 7961 9039-0