



// 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

// Sales Manager (m/f/d)

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

Exciting tasks await you:

- Identify and qualify business opportunities for solution software sales
- Have a passion to develop compelling business value proposals for our solutions and ultimately closing business deals
- Develop good working relationships with customers and channel partners. The role covers territory account planning and follow-up on leads generated
- Maintain up-to-date knowledge of industry trends, technical developments & government regulations that affect target markets
- Possess the abilities to assess customers' requirements and identify business problems, and ultimately proposed working solutions
- Assume full responsibility for accurate sales forecasting & ensure CRM is utilized appropriately and maintained on a regular basis

With this you inspire us:

- At least of 5+ years' experience in direct sales AND partner sales working with enterprise software products or services
- Hunter Sales mentality
- Experience in the assigned industry targeting Telco, Data Centre and Utilities preferred, Banking and Finance, Health Care, Manufacturing, Transport and Logistics
- Demonstrate abilities to assess customer requirements, needs listening, identify business problems, and demonstrate proposed solutions
- Knowledge of Infrastructure Management in Telecom and Data Centre
- Proven track record selling enterprise software into large/complex accounts
- Engineer's mindset to address issues and solve them
- At least a degree in engineering or business
- Fluent in English and Bahasa Indonesia



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