

Job title: Sales Manager / Sales Representative:in (m/f/d)
Location: Frankfurt

Overview of the role

Our Sales team is at the heart of our business and fundamental to our growth. With a combination of sales skills and relationship building, the team's priority is to acquire new customers and provide AV products and services to our clients.

Together with the rest of the sales team, your main task will be to acquire new customers by proactively contacting potential new customers on your own initiative, while building and maintaining strong, long-term relationships.

Responsibilities

- > Management and processing of tenders on industry-standard platforms and systems
- > Identification of potential opportunities from the construction industry
- > Preparation of offers and customer advice within the framework of the economic parameters
- > Data entry, management and updating in the CRM system
- > Development of new and existing customers and suppliers
- > Continuous, personal training in the relevant technology and market segment on your own initiative
- > Offer presentations at the customer
- > Participation in conferences, meetings and industry events
- > Planning and overseeing new marketing initiatives

Desirable qualifications

- > Excellent oral and written communication skills in German and English
 - > Knowledge of the AV/VC/UC technology industry
 - > Experience with tender platforms and systems
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- > Experience with CRM systems (e.g. Microsoft Dynamics365)
- > Experience with Microsoft Office: Word, Excel, PowerPoint, Teams
- > Ability to build and maintain personal networks
- > Proactive and results-oriented action
- > High detail and quality standards
- > Excellent self/time management
- > Communication skills, good humour and a positive attitude

More details

Salary:	Depending on experience
Report to:	Sales Manager / Head of Sales
Department:	AV: Sales / Business Development
Working hours:	Full-time, 40 hours per week, flexibility required

Contact

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