

Software Sales & Account Manager

[Apply Now](#)

Company: LORIOT AG

Location: Spain

Category: computer-and-mathematical

Software Sales & Account Manager

We are on the quest to find a Software Sales & Account manager to join our business team, working remotely from Switzerland or in our offices in Valencia.

LORIOT is a global scaleup operating in the Internet of Things industry. Our mission is to make IoT accessible to everyone in the world as we believe that technology plays an essential role in making our planet a better place.

Our team is young, energetic, motivated, and we would like to add another like-minded person to it. At LORIOT we promote a culture of talent, which is why we are looking for a professional to join and grow within the company rather than collaborating with agencies or freelancers.

Basic Requirements

At least three years experience selling information technology software and services in a B2B environment

Previous experience being responsible for the management of sales and relationships with new and existing customers

Fluent in German and English, any other languages are a bonus

Excellent written and oral communication skills

Excellent organizational, planning and interpersonal skills

Interest in technology and passion for the Internet of Things.

Available to travel.

Other Relevant Requirements

Good knowledge of the IoT technologies

Public Speaking and demonstration skills

Experience working with CRM

Experience engaging and developing opportunities with new accounts

Industry know-how from any field

Qualifications & Skills

A young spirited, energetic, easy-going person with a strategic mindset

Enthusiastic about working in a scale-up environment alongside a small, talented, and driven team

Interested in the Internet of Things, technology solutions, and IT in general

Self-motivated, positive attitude, and comfortable to work remotely

Customer-focused with a professional attitude and demeanour

A good listener with the ability to empathise with client requirements

Tasks & Responsibilities

Build valuable relationships with customers and strengthen our position in the LPWAN market with stakeholders primarily in Germany, Austria and Switzerland.

Lead the daily commercial execution of your accounts

Actively create new business by creating interest with new potential customers

Contribute to the sales and closing process for new customer accounts

Work closely with the business team to expand growth in the DACH region and globally

Prioritize tasks and features (based on market trends and customer wishes) to be suggested

for the product roadmap

Represent LORIOT in the market during events and present at conferences

Participate in the handover of RFQ's and actively contribute to tenders

Our Offering

Flexible compensation matching your experience, perks and benefits

Flat hierarchy and appreciation of individual work

Flexible working hours

Trust, autonomy and space for personal initiatives

Visibility of your work world-wide

We support you in building a personal brand in the IoT space

Partly Remote work based in Switzerland or Spain

Working with motivated, passionate people and an international environment

Working with exciting, state-of-the-art technology for the Internet of Things

[Apply Now](#)

Cross References and Citations:

- [1. Software Sales & Account Manager Jobs Spain ↗](#)
 - [2. Software Sales & Account Manager Jobs Spain ↗](#)
 - [3. Software Sales & Account Manager Jobs Spain ↗](#)
 - [4. Software Sales & Account Manager Jobs Spain ↗](#)
 - [5. Software Sales & Account Manager Jobs Spain ↗](#)
 - [6. Software Sales & Account Manager search Spain ↗](#)
 - [7. Software Sales & Account Manager job finder Spain ↗](#)
- [1. Software Sales & Account Manager jobs ↗](#)

2. Software Sales & Account Manager jobs ↗

3. Software Sales & Account Manager jobs ↗

Source: <https://es.expertini.com/jobs/job/software-sales-account-manager-spain-loriot-ag-d41bf552a9/>

Generated on: 2024-05-06 by Expertini.Com