

Solution Sales

Zurich or Romandie, Switzerland | Full time

Company Description

Sixsentix ranks among the fastest growing companies in Europe, among the top 3 fast growing companies in Switzerland, was recognized as one of the top small businesses in Serbia, and is among the top 50 global most valuable brands! With offices in Zurich, Vienna, Belgrade, Novi Sad and a strong presence in Abu Dhabi, we provide Software Agile Testing Services with advanced analytics to the largest banks, financial services, insurance and telecom companies. We are looking for a new member of our growing company. Join our [Sixsentix](#) Team!

Job Description

- Acquisition of new clients in the German part of Switzerland OR French part of Switzerland (60%)
- Expansion of our existing customers based on a professional Account Management (40%)
- Ensure the whole sales process from acquisition to closure including the handover to the delivery organization
- Coordinate the internal organization within the sales process to a winning team
- Attending sales meetings at client, determining their needs and adapt the solution
- Bring in the market view with ideas for new services, products and solutions
- Accompaniment of sales campaigns to support the acquisition of new customers

Qualifications

- Graduate in technical disciplines or business Informatics
- Experience in the sale of tools, services and solutions to major accounts
- Dynamic and open personality representing our agile approach
- Proven track record within IT Distribution, especially in software development or quality assurance
- Fluent German and English skills OR fluency in French and English
- Communication presentation
- Travel availability

We look forward to receiving your electronic application (CV, reference letters, etc.) by email to careers.ch@sixsentix.com. Find more information about Sixsentix on www.sixsentix.com

