

At InfoTip, everything revolves around the digitalization of service processes. With our products and services, we make service and customer service processes more transparent, faster and more efficient. We stand for individual solutions and work together with our customers on the perfect implementation for them.

Our vision is to provide our customers with the most efficient IT solutions for service cases. In doing so we grow and continuously develop ourselves while contributing to a sustainable future.

ACCOUNT EXECUTIVE (M/F/D)

Become part of InfoTip today and secure your place in our team for our location in **Bochum** or for **working from home!**

What we are looking for:

- Experience as an account executive or in other sales functions
- Experience in B2B SaaS sales
- Very good German and English skills
- Very good communication and presentation skills as well as social sensibility
- Organizational and time management talent
- Very good knowledge of MS Office
- Salesforce knowledge is an advantage
- Pleasure in generating and qualifying leads

What we offer:

- Flexible working in home office possible
- Excellent prospects for the future
- Collaboration on international projects
- Regular team events
- An agile company with a lot of passion from the whole team
- Many opportunities for further training
- Plenty of room for your own ideas

You can expect a team that cares about your personal development and that of the company.

Apply to us and together we will design the future of the service world!

Please send us your electronic application (email) with meaningful, complete application documents to: hr@infotip.de

Your tasks - this is what awaits you::

- Generation of new customers and new business through cold calling
- Management and implementation of sales processes from product presentation to contract conclusion
- Development and realization of sales pitches and processes
- Professional networking and setting up customer relationships
- You inspire potential customers with product presentations
- Working closely with our developers and the marketing department



Your contact at the
InfoTip Service GmbH:

Philipp Wahlefeld
Castroper Str. 12
44791 Bochum