

Investis is looking for a Junior Sales Manager, German Business, Würzburg Based

Fancy coming back to Germany working for an International Company?

Are you ambitious, goal orientated, and not content to sit on the sidelines?

Are you looking for an exciting and rewarding role in international sales? Then talk to Investis!

About the Job

To fuel our expansion in the German Market, we are looking for a highly motivated and capable graduate with a good experience in the web sector and a strong personal focus in sales.

In 10 years, Investis has emerged as the leading pan-European provider of corporate websites, with more than 1000 clients across 11 European countries. We provide a wide range of web based communications services to publicly listed companies; including the design, build and maintenance of corporate websites, interactive web tools, web-casts and consultancy services. We are a fast-growing company with offices the UK, Finland, Germany, Italy and India.

This position is based in our successful Würzburg office. Reporting direct to the German CEO you will take on a role as a new business sales manager.

You will benefit from an initial 3 month active training period within one of the Industry's most knowledgeable teams, during which time you will be learning about Investis and the services we provide. Our plan is to train you for one month in our UK office and for two months in our office in Würzburg. In addition, we will equip you with the skills required to successfully engage at senior board level with prospective clients.

From the beginning your role will be client facing including meetings and presentations of Investis unrivalled services to high profile clients and prospects.

You will need excellent communication (written and organisational abilities with a flexible and enthusiastic approach to work. A degree of natural confidence is a pre-requisite for the sales environment and you should be comfortable with the prospect of working towards targets and key performance measurements.

The ideal candidate will:

- have a minimum of 3 years' experience of in the web technology sector, in the financial/corporate communication service or in direct sales in the technology sector
- be a fluent speaker in German (native German) and English (candidates with additional language skills will be preferred)
- be of graduate calibre with an enquiring mind and a high level of verbal dexterity and reasoning
- be well spoken, confident, professional and articulate
- be enthusiastic, self-motivated and above all have a strong desire to be successful

The Benefits will include:

- salary dependent upon experience
- uncapped commission

If you posses the skills and attributes demanded by this role and are looking for a fantastic opportunity to join the leading online corporate communications specialist then send your CV to: Anita Colvin, email:anita.colvin@investis.com.

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