

Solution Sales Assistant (f/m/d)

Support the Regional Solution Sales Team

MAIN RESPONSIBILITIES

Solution Sales Assistant will support the Solution Sales Team in the go-to-market and in managing relationships with potential customers and device channel partners.

A principle objective of the role is to work closely with:

- *Sigfox device providers/manufacturers*
- *End-customers*
- *Channel Partners*
- *Sigfox Sales team*

A second objective is to collaborate closely with Field Marketing and PR department using Sigfox based applications to promote Sigfox/device manufacturer.

The main responsibilities include:

- *Support of the Solution Sales Team for all Sales activities*
- *Preparation and generation of customer quotes and invoices*
- *Customer Support (Channel Partners and End-Customers)*
- *Coordination and management of partnerships with device suppliers / manufacturers*
- *Order- and Inventory Management*
- *Preparation of customer sales meeting.*
- *Sales administration - Consistently updating the relevant CRM tools to reflect activity within the account. Maintaining accurate records in the contract management system, in the pipeline and in all peripheral systems to ensure good customer service and reporting*

KEY SKILLS

- *Experienced in the working environment of a Start Up organisation with a hands-on-mentality*
- *Work experience in the High-Tech, IoT, Embedded or Technical Market is a must*
- *Basic technical understanding of the Sigfox offering and the customer requirements on a high level is a strong advantage*
- *Strong organizational and planning skills in a fast-paced environment*
- *Strong analytical and reporting skills that leverage information for decision-making*
- *Strong hands-on-mentality*
- *Native German & business level English language skills in word and written is a must, French language is an advantage*
- *Experience in working with a dynamic sales team is an advantage*
- *Robust experience in working with Office tools like Excel and PowerPoint is a must and with CRMs like Salesforce would be beneficial*
- *Must be able to work independently, handle multiple projects to completion in a fast-paced environment, and collaborate effectively at an advanced level*
- *Used to handle confidential information internally and externally*

WHAT WE OFFER

- *Work in an international environment*
- *Exciting and diverse Projects*
- *Flat hierarchies and an open and trusting corporate culture in a highly motivated and experienced team*

Benefits:

- *Flexible working hours and the option to work from home on a regular basis*
- *Compatibility of family and career*
- *Targeted promotion and active development of our employees*