



## Junior/Senior Technical Sales & Partner Manager (m/f/d)

You filter all relevant customer needs, you meet customers on an equal footing, and you build on long-term, sustainable relationships. Then use your strengths and guide customers from the initial contact via the needs assessment to the conclusion of contract and follow-up support.

### YOUR RESPONSIBILITIES

- Identification of customer needs and professional consulting on custom-made software solutions or integration concepts
- Presentation of the Namirial product range in close cooperation with the account managers
- Responsibility for the entire sales process, from initial presentation to successful implementation
- Active support of our distribution partners and key accounts on a technical level
- Direct technical contact for major customers and coordination of problem-solving issues within the organization involving the support team

### YOUR PROFILE

- A technical degree with focus on informatic or business informatic (technical school diploma – HTL, technical college diploma – FH or University)
- For the senior position several years of experience in IT-sales and consulting of software solutions
- Good knowledge in software architecture and software engineering
- Broad IT know-how in integration architecture and IT infrastructure
- Knowledge of server administration with Microsoft IIS are a plus
- Good communication and English skills
- Willingness to travel between 4 and 8 days per month

### OUR OFFER

- A promising market environment at a global software producer with excellent career opportunities
- Team-oriented environment with flexible working hours, a high scope for action and responsibility
- Dynamic and open-minded working atmosphere with attractive benefits
- An international and motivated team that welcomes YOU!

### SALARY

The salary for the senior position is 50.000 EUR gross per year and for the junior position 36.000 EUR (HTL), 39.000 EUR (B.Sc.) and 42.000 EUR (M.Sc.) gross per year. We are willing to pay more, consistent with market value and dependent upon qualifications and experience.

### NAMIRIAL GMBH

Haider Straße 40a | 4052 Ansfelden | [www.namirial.at/jobs](http://www.namirial.at/jobs) | [jobs\\_at@namirial.com](mailto:jobs_at@namirial.com)



#### LOCATION

Ansfelden near Linz



#### SPRACHEN

English



#### EMPLOYMENT

38,5 hours per week  
flexible working hours



#### KNOWLEDGE

IT-sales and consulting,  
IT know-how

### APPLY NOW!

**CONTACT:**  
Klaus Fellner  
Head of Sales EMEA & APAC,  
Managing Director  
[jobs\\_at@namirial.com](mailto:jobs_at@namirial.com)

