



Namirial®



We are looking for you as our new

Enterprise Account Executive (f/m/d)

joining our team based in Herrenberg on-site or remote from your home office in Germany as soon as possible

- **Do you have experience in developing and building long-term customer relationships?**
- **Do your customers describe you as trustworthy with a good understanding of technology?**
- **Do you like to explain and sell solutions that are in high demand?**

If yes: Consider to apply and continue to read

Your opportunity

Namirial is one of the world's leading providers of digital trust services. Our solutions enable our customers to largely eliminate paper in their processes, especially when it comes to signatures, thanks to evidential electronic procedures. Our market will continue to grow strongly in the coming years - and you can grow with us.

Your tasks are varied and diverse: You will support private companies and public administration in working faster, more conveniently and more efficiently. You will gain valuable insights into a variety of industries and business areas.

More information about Namirial as an employer: www.namirial.com/career

Your new team

Our international sales team is looking forward to welcoming you into the team. You will report directly to the Managing Director of Namirial Germany. You can expect an experienced, well-coordinated, highly motivated team with a start-up spirit that really has fun at work.

Our prospective and existing customers value your new colleagues as reliable and trustworthy experts in the planning, implementation and optimization of the digitization of their processes - and in some cases for many years.

Check out the next page to learn more about experiences and skills qualifying you.



Discover your next career step

Your new role

You will be the central point of contact for some of our largest customers in Germany. In addition to staying in regular contact with decision-makers from our strategic customers, your tasks will include creating activity plans, presentations, preparing proposals and negotiating contracts. You will identify opportunities for our customers to make more intensive use of our rapidly growing range of digital trust services and whether additional use cases can be addressed. To do this, you will be willing to travel as needed, typically about 25% of your working time (as the current Covid-19 pandemic situation allows). You will report on your successes in our internal business reviews.

Your experience

- Bachelor's degree in business administration or equivalent experience
- More than 4 years of direct sales experience as an account executive or equivalent role with personal objectives
- Experience in planning account activities
- Demonstrated success in building and maintaining trusting long-term business relationships
- Demonstrated success in discovering sales opportunities and following through to close
- Strong knowledge of selling enterprise software or selling software as a service
- Insight into multiple industries - e. g. banking, insurance, manufacturing, services
- Solid knowledge of Microsoft Office Suite (Word, Excel, PowerPoint)
- Experience with CRM solutions, e. g. Microsoft Dynamics

Additional advantageous experience

- Experience with collaboration tools, e. g. Google Workspace
- Experience with electronic signature solutions, e.g. DocuSign

Your skills

- Independent, goal-oriented work with a focus on results
- Very good analytical, social and communication skills
- Pleasure in advising and inspiring interested parties
- Good technical understanding - you can also communicate more complex contexts clearly and understandably
- Strong solution-oriented thinking: precise recognition of customer challenges
- Confident rebuttal of objections and benefit-oriented argumentation
- Targeted and sustained pursuit of sales opportunities
- Ability to communicate effectively at all levels internally and externally
- Excellent time management
- Team player with sales, marketing, product management and partners
- Very good written and oral communication in German (level: native speaker)
- Good written and oral communication in English

Additional advantageous skills

- Good written and oral communication in Italian

Check out the next page to learn about what to expect when joining us.

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You can expect

- An attractive compensation package
- Subsidy for company pension schemes
- Mentoring by an experienced management team and intensive training
- Flat hierarchies and direct, uncomplicated communication channels
- Familiar, friendly working atmosphere
- Very good framework conditions such as flexi-time and trust-based working hours
- State-of-the-art, ergonomic workplace and technology in a multi-award-winning modern office building
- Office with free parking and optimal public transport connections (2 minutes to the IC train station); Restaurants, shops and the lovely medieval old town all in walking distance
- Options for partial remote work
- Opportunities for further training and development, for example to become a sales account manager
- Events with our team in Herrenberg and the teams in Europe
- Coffee, cold drinks, lunch together and a lot of appreciation

In addition, after successfully completing the probationary period

- Unlimited employment relationship
- option of using a company mobile phone for private use

We are looking forward to meeting you.

You are also welcome to return to work after a sabbatical and/or family phase.

Apply Now!

We look forward to receiving your compelling application with a possible start date and salary expectations via email to career-de@namirial.com

If you have further questions, please feel free to contact us via email.

Namirial does not accept unsolicited recommendations or résumés from outside agencies.

We do not consider unsolicited recommendations for candidates and / or résumés from outside vendors, including, without limitation, recruitment agencies, paid recruitment services, and recruitment agencies. Should an external agency submit a resume or a candidate's application without first signing an agreement with the provider, this resume becomes Namirial property. Namirial expressly reserves the right to contact and hire such candidates without incurring any financial obligation to the external agency.

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Namirial Deutschland GmbH – Kalkofenstrasse 51 – 71083 Herrenberg
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www.namirial.com/de

