



# Namirial®



## We are looking for you as our new **Inside Sales Manager (f/m/d)**

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

- **Are you an organizational talent, pragmatic and have a good understanding of technology?**
- **Friends describe you as charming, communicative, team-oriented and empathetic?**
- **You want a varied job where you can learn a lot?**

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.

With the right aptitude, you can quickly advance to Account Manager and even further.

More information about Namirial as an employer: [www.namirial.com/career](http://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'll be responsible for prospecting, qualifying and developing leads as well as managing sales processes and catering for software assurance and subscription renewals. In your role you will be engaging internally with support functions, e. g. Deal Desk, Finance, P&A, Legal, etc. and externally with mid and C-level decision-makers.

## Your experience

- Completed commercial education or several years of professional experience in telephone customer contact management
- At least 3 years of experience in sales (inside or outside sales) or in a sales support role
- Familiar with dealing with sophisticated corporate customers
- Demonstrated responsibility for managing the entire sales cycle, from prospecting to building a pipeline to presenting to customers and routing opportunities through the sales cycle
- Successfully built trusted relationships with sales partners
- Experience with CRM solutions, e. g. Microsoft Dynamics

## Additional beneficial experience

- Experience with collaboration tools, e. g. Google Workspace
- Experience with electronic signature solutions, e. g. DocuSign
- Experience with social selling, e. g. LinkedIn Sales Navigator

## Your skills

- Enjoying to advise and inspire prospective customers
- Good technical understanding - you can also communicate more complex contexts clearly and understandably
- Confident in overcoming objections and benefit-oriented argumentation
- Experienced in building and maintaining trusting business relationships
- Independent, goal-oriented work with a focus on closing deals
- Targeted and sustained pursuit of sales opportunities
- Excellent time management skills
- Ability to quickly grasp new products and services
- Very good written and oral communication in German (level: native speaker)
- Good written and oral communication skills in English

## Additional advantageous skills

- Good written and oral communication skills 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](mailto: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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