

PARTNER ACCOUNT MANAGER (M/F/D)



Do you want to influence the constantly growing software industry?
Develop with us the future of network management

The Infosim GmbH & Co. KG is an international software vendor and value-added reseller headquartered in Würzburg, Germany. With international subsidiaries in Singapore and Austin, TX.

Our main three areas of operation are:

- ❑ Unified Network & Services Management with our award-winning Product StableNet®
- ❑ Business software based on Microsoft Dynamics 365 Business Central
- ❑ Individual software developments

Strong growth in our StableNet® division necessitates the expansion of our team in the HQ office in Würzburg, Germany.

YOUR AREA OF RESPONSIBILITY

- ❑ Maintenance and expansion of existing partner relationships and sales channels
- ❑ Contributing to the StableNet® sales process in EMEA
- ❑ Organization and realization of events with partners and customers
- ❑ Set up and ensure orderly and standardized communication with partners and customers
- ❑ Development of new strategies and models for the cooperation with partners
- ❑ Support the marketing team with the preparation of marketing material

YOUR SKILLS

- ❑ Relevant economic / technical education with sales experience in IT or a similar industry (e.g., telecommunications, electronics, high tech)
- ❑ Alternatively, starter with a master degree in business or a technical related subject
- ❑ Strong communication skills, negotiating skills, good in presenting, creative, flexible
- ❑ Perseverance, as well as analytical, solution-oriented and proactive
- ❑ Confident in working with modern IT systems (in particular MSOffice, ERP systems, etc.)
- ❑ Fluent in German and English (written and spoken)
- ❑ Working either from the Würzburg office or from your home
- ❑ Willingness to travel

OUR BENEFITS

- ❑ Friendly and informal work environment with relaxed command structures
- ❑ Exciting international projects
- ❑ Many opportunities for further education and training
- ❑ A broad spectrum of social activities, such as team events or tickets for the Handball Bundesliga
- ❑ Workplaces with panorama view over Würzburg and the Marienberg fortress
- ❑ High level of research and innovation
- ❑ Flexible working hours
- ❑ Ideal location on Hubland North with direct access to public transport and shopping area nearby

INTERESTED? We are looking forward to your application: jobs@infosim.net

Please send us your complete application (PDF) including cover letter, CV, certificates, your salary requirements and earliest date of availability.