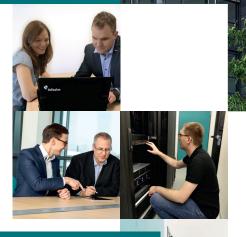


PARTNER ACCOUNT MANAGER (M/F/D)



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.

Do you want to influence the constantly growing software industry?

Develop with us the future of network management

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 Wuerzburg 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.