

PROCITEC GmbH is one of the leading German software companies in the area of telecommunications and information technologies in the technology region of Baden-Württemberg. We are an independent member of a high-performance global network that is composed of small- and medium-sized high-tech enterprises. As a specialist in signal processing, we develop innovative, high-quality system solutions and software products that collect and process analogue and digital radio signals.

To fill a vacancy as quickly as possible, we are recruiting an ambitious

## Junior key account manager (m/f)

### Your challenging position:

- You will work in the global sales operation of our products and systems in the area of communication intelligence
- On a step-by-step basis, you will assume responsibility for sales activities that range from new customer acquisition and support of current customers to bid preparation and successful business conclusion
- You will provide sales support to relevant projects during the execution phase and will be a member of internal planning boards
- You will present our portfolio to existing and prospective customers as well as at international trade fairs
- You will develop accounts, acting as an entrepreneur in the company while doing so

### Your job-winning profile:

- A university degree in telecommunications, computer science, electrical engineering or a solid technical education
- Initial sales experience in markets with products that require explanation, preferably in telecommunications and/or information technology
- Sound business know-how
- Very good German and English skills, both written and spoken (other European languages would be helpful)
- Outgoing, hard-working and communicative team player who is also a savvy negotiator and presenter
- High level of self-initiative, a results-driven work philosophy, a strong desire to travel and true enjoyment of success

### Your compensation:

- A success-based salary, attractive benefits and a flexible work schedule
- Interesting and responsible activities performed in a permanent position
- A challenging position that will offer personal growth opportunities and career potential
- Intensive training and an environment for your personal and professional development
- Potential to grow into a key account management role

**Are you looking for a challenging job? Show us what you have to offer!**

We look forward to receiving your detailed application documents, which should include your earliest-possible starting date. Please send your documents to our HR Department by email ([personal@procitec.de](mailto:personal@procitec.de)) or the postal service.