

My client, with its European headquarter in Germany, has been active worldwide for almost 20 years as a global pioneer in the development and deployment of driver assistance systems based on artificial vision technology. As a rapidly growing company, it has been listed on the stock exchange since 2014 and is an independently operating company that is one of the global market leaders in semiconductor and microprocessor manufacturing.

It is itself one of the global market leaders in its sector and thus plays a significant role in the further development of autonomous driving. The sensors of its systems record and analyze data on road conditions, traffic volume, traffic lights and road signs. This data is used by the qualified team members to develop technologies that, as a GIS layer, enable the development of smart cities worldwide, help municipalities to maintain transport networks, enable utilities to carry out asset management programmes more efficiently and ensure the smooth operation of roads for road operators.

For the acquisition and consulting of these customer groups, my client is looking for an ambitious and experienced consultant to start as soon as possible.

Data Sales Manager (m/f/d)

with knowledge of geoinformatics, surveying, geography and several years of experience in data or GIS sale.

Your tasks

- In this role you will advise customers and interested parties from the public sector, i.e. municipalities, cities, counties and state authorities as well as from the private sector on mapping and optimizing their administrative and business processes on the basis of the data services
- Independent acquisition of new customers and support of existing customers
- Continuous strategic development and expansion of long-term customer relationships as well as individual consulting for new and existing partners
- Preparation of product presentations and their implementation on-site at the customer or virtually
- Preparation and conduct of on-site negotiations, preparation of offers based on a need's analysis and negotiation of contracts up to the conclusion of contracts
- Regular reporting to the sales management on market developments and trends as well as on changes in legal requirements / regulations
- You will continuously maintain a forecast and ensure the achievement of targets through sales measures and campaigns
- You act as a team player together with your colleagues from our IMS (Intelligent Mobility Solutions) division
- You will represent the company and the product portfolio at congresses, trade fairs, conferences and trade events

The requirements

- Ideally, you have successfully completed a degree in geoinformatics, surveying, geography or cartography
- You already have several years of experience in data or GIS sales or in advising customers in these fields and have built up a network of contacts
- You are characterized by communicative and analytical skills in dealing with customers
- You enjoy working independently but are still a team player
- You are willing to travel for several days as a matter of course
- Working with the usual MS Office tools is no challenge for you and at best you have already gained experience in dealing with Salesforce
- You have a very good command of German and English, both written and spoken

The offer

- Independent work in a committed and international team
- A modern workplace in the office in Düsseldorf
- Exciting projects and the opportunity to work independently
- Company car, mobile phone, laptop
- A great team with flat hierarchies and a lot of pleasure in our joint successes
- Even after the long years of successful company development, my client has kept his founding spirit
- A long-term professional perspective in a modern working environment
- Fair pay and other attractive benefits
- Further education and training opportunities

If you are interested in this position, please send me your detailed curriculum vitae by e-mail, stating your possible starting date and your salary expectations.

Werk-Bank-Personalberatung, Torsten Vos-Kruszona, Munscheidstraße 14, 45886 Gelsenkirchen, Germany, Phone +49 209-70292018, Mobile +49 173-2521891, info@werk-bank-personalberatung.de