

Jobs finden



Garderos GmbH

**Sales Manager International (m/w/d)**

🕒 Sei einer der ersten Bewerber 📍 München 🏢 Feste Anstellung  
🕒 Vollzeit, Home Office möglich 📅 Erschienen: vor 2 Tagen

Gehalt anzeigen

Schnelle Bewerbung

Ich bin interessiert &gt;

Speichern

Teilen

Drucken



Garderos GmbH

1 Job



Telecommunication

Energy

Traffic Engineering

**About Garderos**

Garderos is a fast growing privately managed company. We are market leaders in routers for smart grids (energy, water, gas) in Europe. In addition we offer innovative solutions in the areas of traffic management and public internet (WLAN-hotspots). We develop robust and highly secure routers for international customers with highest requirements. Most of our customers operate critical infrastructures (smart grids, traffic management systems etc.), therefore our systems must fulfill highest security requirements. Requirements for cyber security are very challenging and more and more statutory as in the case of BSI (Bundesamt für Sicherheit in der Informationstechnik). Thus our products are a valuable contribution to a secure and effective ecological energy transition.

**Your Responsibilities**

To expand our international sales your tasks will be the following:

- Develop our international channel strategy
- Search, identify, acquire and support international distribution partners
- Search, identify, acquire and support international end customers
- Support distribution partners in their effort to gain large orders
- Tender preparation and contract negotiations
- Project management of large customer-specific projects
- Preparation and participation of international exhibitions

**Your Profile**

- You have a strong and proven sales experience in a relevant industry (telecommunications, software, hardware, utilities) in international markets
- Advantageous would be a network / contacts with international telecommunication and/or utility companies
- Good technical comprehension which enables you to sell high-tech products
- You are experienced in relationship building activities with partners and customers
- You have experience in identifying and developing end customer projects
- You have a high level of goal orientation and a solution-oriented way of thinking and acting
- You have strong presentation and communication skills
- You are a team player, but you have also the ability to work proactively under own initiative
- Full professional proficiency in English. Additional knowledge of foreign languages or German is a plus
- Willingness and availability for business travel worldwide

**What we have to offer**

- Attractive salary package
- Company profit sharing plan
- Vibrant, ambitious, stimulating and supporting culture
- Agil team with flat hierarchies
- Flexible work schedules, home office and focus on work-life-balance
- Attractive office with good transport connections near Ostbahnhof
- Attractive development and promotion prospects in a fast growing company

**Contact****Gefällt dir der Job?**

Dein Feedback hilft uns, deine Jobsuche zu verbessern.

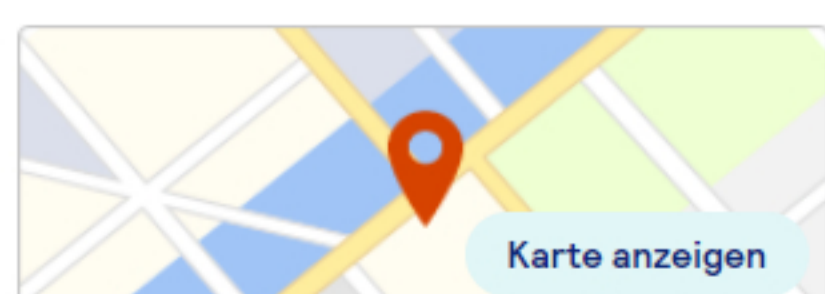


Ich bin interessiert &gt;

**Gehalt**

Neugierig auf das Gehalt für diesen Job?

Gehalt anzeigen

**Unser Standort****Garderos GmbH**

Balanstr. 55, 81541 München, Deutschland

Karte anzeigen

**Pendelzeit**

Von:

Nach:

Wie:

Pendelzeit anzeigen



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