



## Teamlead Sales (f/m/d)

**Take the lead as Team Lead for our dedicated sales team and develop innovative sales strategies in an agile environment. Together with your team, drive TimeTac's success forward!**



**Graz**



**Full-time employee**

TimeTac is a continually growing and innovative software company with a focus on developing and providing web-based and mobile time tracking solutions. We maintain a modern, open corporate culture with a strong vision and a great working atmosphere in which creative thinking is encouraged. The products of TimeTac are among some of the leading cloud applications in the categories of time tracking and absence planning solutions.

### Your future Role

- Take the lead of our consistent, skilled, and highly motivated sales team by embodying TimeTac's values, identifying each team member's growth potential, and actively fostering and leveraging their strengths.
- Understand our strategy, establish concrete sales KPIs from it, and drive them forward strategically using OKRs. Ensure that we achieve our company goals sustainably through continuous process optimization.
- When developing new ideas, keep our two sales processes in mind: Inbound Sales for handling generated leads and the transition from a sales-driven approach to Product-Led Growth (PLG) with a focus on upselling.
- Collaborate with our Engagement Manager to develop potential customer journeys through the early stage.
- Apply your technical expertise by working alongside expert teams to create efficient solutions for complex IT requirements.
- Lead effective online consulting and sales conversations, closing lasting deals and smoothly handing them over to our Customer Success or Customer Care teams.
- In this role, you report directly to the Head of Customer Relations and work closely with our Marketing and Customer Success teams.

### Your Skills

- At least 5 years of professional experience in B2B sales of software solutions, ideally with experience in SaaS.
- You have a minimum of 3 years of leadership experience and are passionate about developing and advancing your team.
- Your German and English skills are excellent, both written and spoken (our working language is English).
- As a sales professional, you thrive on customer interaction and have a strong understanding of IT.
- Self-organization and a respectful approach to your colleagues, in line with our company culture, are among your key strengths.

### This may inspire you

- a modern office in the city center of Graz
- flexible working time models
- mutual appreciation and respect
- possibility to work up to 2 days per week remotely
- 4 € food voucher for ever day in the office
- continuous learning culture
- multicultural team with great teamspirit
- initiatives for mental and physical fitness

We welcome applicants of any gender and origin to become part of the success story of our highly motivated team.

For this role, we provide a minimum gross annual salary of € 62,790 (ST2 Regelstufe) in accordance with our IT collective agreement. This applies to a full-time position of 38.5 hours per week and requires a minimum of 3-5 years of relevant professional experience as a Teamlead Sales.

Individual qualifications and experience relevant to the open position will be considered for the salary, and there is a clear willingness to overpay.



**Your Contact**

**Astrid Pfeiler**  
Specialist Talent Acquisition & Recruiting

