



Senior Sales Manager (f/m/d) - Outbound & Partner Focus

Drive TimeTac's continued growth!



Graz



Full-time employee

With Payroll-Connect, we bridge the missing gap between tax advisory/payroll accounting firms and HR departments. As a key role in our Sales Team, you will convince tax advisory firms of our new product and subsequently acquire new customers for TimeTac. You take full ownership of your pipeline: From the first outreach to successful contract closing. You manage your deals independently and build the foundation for long-term partnerships.

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

- Identify, approach, and qualify potential partner companies (primarily tax advisory and payroll accounting firms) through outbound sales activities such as cold calling, email campaigns, online demos, and product presentations.
- Present our Payroll-Connect solution as well as our time tracking and attendance management system using concrete use cases.
- Regularly represent TimeTac at relevant trade fairs and industry events in the tax advisory sector across the German-speaking region.
- Support our partners in successfully recommending TimeTac to their client base.
- Clarify requirements and ensure the optimal product fit with partner companies.
- Manage and guide the entire partner and referral process through to contract closing.
- Collaborate closely with Integration and Customer Success teams to clarify technical topics (e.g., interfaces, exports, reporting) and ensure a smooth handover to onboarding.
- Monitor market and partner developments and actively contribute to shaping our outbound and partner sales strategy.
- In this important position, you report directly to our Team Lead Sales.

Your Skills

- At least 3–5 years of relevant experience in B2B sales, ideally in outbound or partner sales.
- Passion for outbound sales activities, demo-driven selling and structured pipeline management.
- A consultative sales approach with the ability to professionally challenge customers and clearly articulate value.
- Strong negotiation skills and a sense for building sustainable partner relationships.
- Independent and structured working style with ownership of your sales pipeline in HubSpot.
- Team player mentality, hands-on mindset and enthusiasm for working in an agile environment.
- Confident and professional presence, with the ability to operate effectively in a well-established market environment.
- Excellent German skills and good English skills.

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 applications from people of all genders and backgrounds who want to become part of our highly motivated team and

contribute to our continued success story.

For this position, we offer an attractive compensation package consisting of a fixed salary plus performance-based commission with a transparent target model.

According to the IT collective agreement, a minimum gross annual salary of €53,802 (ST1 regular level) applies to candidates with at least 3 years of relevant professional experience in sales.

Of course, there is a clear willingness to offer a higher salary depending on qualifications and experience.



Your Contact

Astrid Pfeiler

Specialist Talent Acquisition & Recruiting

