



Sales Manager (f/m/d)

As our Sales Manager you are the first point of contact for new customers - from clarifying requirements until the deal is closed. You can expect exciting customer projects, interesting topics related to sales strategies in an agile work environment.



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

- Become part of our motivated and internationally operating sales team
- Advise potential customers by presenting our products and services online and clarify all requirements of the customer needs in order to make a corresponding offer
- You help our customers create interfaces, exports and reports with support of our professional integrations team
- Follow up on new customer leads and close professional and sustainable deals. Hand over our customers to our customer success and/or customer care team to ensure effective onboarding for them
- Proactively observe the current market situation and support the implementation of appropriate sales strategies
- Support the team lead of Sales in creating new sales strategies, identify new features and new markets
- Share your knowledge and ideas to identify new business areas within our team meetings

Your Skills

Completion of an economic education and/or relevant, verifiable work experience in sales

You have excellent communication skills in German and very good written and spoken English skills

- Strong customer orientation and negotiation skills are among your strengths
- You are able to compare customer requests with our product portfolio, act in a supportive manner and you are a real team player with a high level of enthusiasm, work precision and self-organization
- You love working in a young, agile and motivated team and you are willing to take on responsibility

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.

Based on the years of relevant professional experience in sales, we offer a minimum salary of €43,078 gross per annum (ST1, Einstiegsstufe) based on a full-time role, respectively €52,136 gross per annum (ST1, Regelstufe) based on the IT collective agreement.

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

Sylvia Ungersböck

Talent Acquisition Partner