

Sales Manager (f/m/d)

Drive TimeTac's next stage of growth!

You take full ownership of your pipeline. From the first outreach through clarifying requirements all the way to closing the deal. You manage your deals independently and drive sustainable new customer acquisition.

TimeTac is a continually growing and innovative software company with a focus on developing and providing web-based and mobile time and project 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.

Graz
Office & remote

Full-Time
38,5h/Week

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Your Future Role

- Become part of our motivated and internationally operating sales team.

Your Skills

- At least 2 years of relevant experience in B2B sales, ideally (but not

- Advise potential new customers by presenting our software solutions online in detail, clarifying all their requirements, and preparing offers to successfully win new customers.
- Stay focused throughout advisory and sales conversation to achieve professional, sustainable deals, including a well-prepared handover of customers to our Customer Success (Onboarding) and/or Customer Care team.
- Work closely with our Product, Software, and Integrations teams to clarify technical questions (e.g. interfaces, exports, reporting) and continuously improve our products.
- Use modern AI tools to make your day-to-day sales work more efficient, for example in research, creating offers, or communicating with customers.
- Proactively monitor the current market situation, support the implementation of suitable sales strategies, and bring your own ideas to the team.
- In this key role, you report directly to our Head of Sales.

necessarily) in the SaaS sector.

- An independent, self-motivated way of working, taking ownership of your sales pipeline in HubSpot.
- Strong customer orientation and negotiation skills are among your strengths.
- A confident, professional manner that represents TimeTac in the best possible way to customers online.
- A consultative sales approach, with the ability to professionally challenge customers and clearly position our added value.
- A team player mentality, a hands-on approach, and enjoyment of working in an agile environment.
- Excellent German language skills as well as good written and spoken English.

Our Benefits



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 every day in the office



Personal and professional development



multicultural team with great teamspirit



initatives for mental and physical fitness



Comprehensive onboarding including a buddy



Hardware of your choice



Regular team events



All-hands meetings & Company-wide Retros

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

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

Based on the IT collective agreement, the minimum fixed salary for at least 2 years of relevant sales experience is € 45,738 gross per annum (ST1, Einstiegsstufe). Individual qualifications and experience will of course be taken into account, and there is a clear willingness to overpay.

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Your Contact



Astrid Pfeiler

Specialist Talent Acquisition & Recruiting

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Take a look behind the scenes