



We are an international software company, and our mission is to make manufacturing more intelligent, more efficient, and more flexible. Our 50 professionals in Germany, India and China are dedicated to developing new technologies, and to making the smart factory vision a reality.

As a subsidiary of Eisenmann SE, we can draw on over 25 years' experience in the development and implementation of pioneering software solutions. As a team, we value working together closely and constructively to find novel solutions.

Join our team, and help shape the future as a

SOFTWARE SALES PROFESSIONAL, LOGISTICS

at our facility in Boeblingen, Germany.

Your role:

- To win new customers, particularly within the logistics industry,
- To strengthen and develop relations with existing customers worldwide,
- To produce market analyses and identify potential customers, competitors and market requirements,
- To develop sales and product-portfolio, project proposal, strategies and negotiate contracts,
- To create project proposals and quotations,
- To create and give presentations.

Your profile:

- You have extensive sales experience with industrial software solutions,
- You have in-depth knowledge of logistics, intralogistics, plant engineering and warehouse management,
- You have experience of using material flows calculation software, WMS, and TMS,
- Ideally, you have experience with HMI, SCADA, and MES systems,
- You have demonstrated your ability to win customers and make sales,
- You are familiar with automated guided vehicles,
- You take a customer-centric approach, and are an excellent presenter, negotiator, and communicator,
- You are a self-starter: well organized and success-driven,
- You have a superb command of English have full professional proficiency in German,
- You are flexible, willing and able to travel, dedicated, and work well in a team,
- You have the drive, confidence and persistence needed for success in the fast-paced Internet and software markets.

Your application:

Please send your application, with your salary expectations and earliest start date, to: application@enisco.de