

Job Description

Our customer, Esko is the worldwide market leader with software for packaging buyers, designers and manufacturers and hardware products for the packaging, label, sign and display industries. With Headquarters in Ghent - Belgium, Esko employs around 1,300 people worldwide. Its global sales and support organization covers Europe, the Americas, Northern and Southern Asia.

Junior Application Sales Manager Packaging DACH (m/f)

Description

- You are able to act as the technical junior expert of the Esko products/ solutions towards the (potential) customers (direct/indirect).
- You ensure proper communication and understanding from the customer's point of view to become the customer's trusted advisor within ESKO.
- You will work in partnership with the Sales Account Manager to present solutions to resolve target groups' business needs in a 'value selling' model: screen companies upon request and put forward product and workflow solutions.
- You will detect and amplify add-on sales opportunities within the existing customer-base in coordination with the sales account managers.
- You are able to give strong presales support:
 - Coordinate overall pre-sales activities as to facilitate the process towards closure.
 - Advanced proposals (technical side) contribution to maintenance contracts increase
 - Transfer of knowledge to Indirect channels

20% of the time is invoiced to the customers (product assistance , large installation, workflow analysis):

- You provide technical consultancy as to trigger software sales in the region & demonstrates Esko software products concerned in detail
- You hold and further develop a valuable relationship to technical advisors and multipliers in close cooperation with the Sales Account Manager.

Qualifications

- You have some IT and prepress /printing knowledge and experience
- Proficiency in English and German
- You have a diploma or degree in related disciplines (preferably graphic arts)
- You have some knowledge about Esko software products is a plus
- You have experience in the sales process is a plus
- You are enthusiastic and determination to succeed

- You are interested analyzing complex business subjects to conclude on commercial solutions
- You are willing to learn and to improve
- You have the ability to identify business development opportunities (within the organization)
- You have the ability/willingness to travel (approximately 65%)

Please apply via our website www.knox-gmbh.com or send your application with cv to hr@knox-gmbh.com.

For more information about the role or the company please contact
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