

Position	SALES Junior Sales Manager for CPG & Retail (m/f)
Employer	SINFOS B.I.P. GmbH, a joint venture of PIRONET NDH AG and indatex sci, is one of the leading German service providers in the area of Business Process Outsourcing (BPO) , and offers its customers a single source for quick and easy handling of all intercompany business processes. SINFOS B.I.P. is the first and only provider able to realize master and transaction data management on a standardized platform and enable its business partners to perform quick cost-effective automatic exchange of data using Electronic Data Interchange (EDI) and comprehensive B2B integration.
Income	Attractive package
Location	Cologne
Description of position	A Junior Sales Manager for CPG & Retail (f/m) is needed in Cologne The responsibilities of the Sales Manager for CPG & Retail include: <ul style="list-style-type: none"> • You are responsible for sales targets in the consumer goods and merchandising sectors • You identify suitable companies • You establish contact with decision makers • You present our portfolio • You support the Sales Managers in their daily activities • You prepare the usual reports, such as forecasts, sales process planning, account reviews, etc.
Education	Completed business management studies or comparable education with professional experience in software solutions sales. Good oral and written English skills
Skills	<ul style="list-style-type: none"> • You have prior experience with strategic accounts • You have the perfect personality for sales • You have sales skills for software solutions in the area of EDI and BPO and have insider knowledge of the CPG & Retail sector • You have a proven record of sales success • Your past career shows a consistent record of successful sales
Experience	<ul style="list-style-type: none"> • You have past professional experience (at least 3 years) of successful sales of software solutions, EDI & BPO requiring customer clarification • You have a strong desire to learn and basic technical understanding • You have practical experience in customer acquisition and the maintenance of customer relationships • You have strong presentation skills • Ideally, you have experience in the area of supply chain management, electronic data interchange, B2B platforms and know your competitors in detail • You are able to work under pressure and show more than the usual level of commitment
Starting date	March 2006 or earlier
Other	Please contact us if you believe you are ready for this challenge and have the necessary skills.

Send your complete application documentation by email to: careers@sinfos-bip.de

We look forward to receiving your application