

Help us actively shape the future of digital intralogistics!

SEP Logistik AG is a medium-sized IT company in the Bavarian Alpine foothills (Miesbach district) with around 50 employees. Our products are solutions in the areas of intralogistics, inventory optimization and internal material flow based on our program package, the RELAG System[®]. With over 200 systems installed throughout Europe, the company is one of the leading providers in the areas of forklift control and warehouse management systems.

To strengthen our team, we are looking for a

Sales Representative (Inside Sales) (m/f/d)

In this challenging role, you are a key figure in our team and are responsible for communication with new customers through to product purchases as well as the support of existing customers. You are very well organized, understand technically complex topics and have strong communication skills.

Your area of responsibility

- Preparation of offers and contracts for new and existing customers
- Communication with customers to offer tailor-made solutions for individual intralogistics requirements
- Conducting sales and price negotiations with customers, suppliers and business partners
- Taking over active customer support in day-to-day business (key account)
- Quotation and invoice monitoring including master data maintenance in the CRM system

Your profile

- Successfully completed business studies, alternatively training as an industrial clerk or a comparable qualification
- Several years of professional experience in a comparable position (ideally in software sales) and experience with international customer contact
- Very good communication skills and confident demeanor in customer negotiations
- Analytical and precise working style as well as very good linguistic expression skills
- Fluent German and very good English skills, any other language is an advantage
- Willingness to travel regionally (< 10%)
- Excellent presentation and communication skills to effectively articulate and communicate the value proposition of our solutions

Our services

- Permanent employment
- Mobile working and independent, flexible scheduling of working hours
- Development opportunities within the company
- Good working atmosphere, creative freedom and independent work in a flat hierarchy with short decision-making processes
- Extra-company activities (sports/company celebrations)

We offer you an exciting career in sales, supported by a strong team. We believe you can achieve great things - and look forward to receiving your application!