

INSIDE SALES SPECIALIST/TELESALES CONSULTANT (m/f/d)

🕒 FULL TIME

📍 GERMANY

We are an international software and consulting company providing SAP solutions in the areas of data management, test automation, system landscape optimization (SLO) and SAP HANA implementations. The company was founded in 1998. DATAVARD currently employs around 220 people and has its headquarters in Heidelberg with offices in Hamburg, Slovakia, Singapore, Switzerland and in the US.

01

JOB DESCRIPTION

Datavard is growing! We are therefore looking forward to find you as one of three Inside Sales Specialists for our Team in Heidelberg. Help us expand our Sales network in the DACH and EMEA region while growing with us – professionally and personally.

What you will do

- Generate and develop leads and drive the sales cycle with prospects and existing customers
- Build new relationships and maintain existing ones through proactive outbound and inbound activities (phone, mail, social media, etc.)
- Find and source new contacts at target companies (decision makers and buying center) and accurately maintain our CRM system
- Research and uncover new projects across target markets
- Work together with Marketing, Sales and Partners to build, manage and deliver the sales pipeline
- Support Marketing events (trade fairs and conferences)
- Work in cooperation with Marketing and use CRM for optimal success

Your team

“The special thing about my job is the ability to work with passionate, data driven individuals sharing a common goal of customer satisfaction.”



Marie Estelle Bumah Ateh
Inside Sales Specialist

Who you are

- First experience in Inside Sales or Business Development in the IT or Tech Industry
- Capacity to manage multiple activities without losing sight
- Ability to think strategically and execute in dynamic environments
- Customer and partner-oriented way of working paired with a very good technical understanding
- Ability to work in a team and excellent communication skills
- Fluent in German and in English
- Willingness to travel (0-30%)

Nice to have

- Knowledge of SAP
- Knowledge of another language would be an asset

What we offer

- A comprehensive training and onboarding program supplemented by individual and team training opportunities
- Cooperation with technical experts and consultants worldwide
- A future-proof work in an innovative, dynamic and international work environment

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BENEFITS & APPLICATION

Benefits

- Attractive compensation package
- Flexible working hours and home office allow you to combine work and free time
- Worldwide health insurance coverage for yourself and your family
- Language training and other advanced training opportunities
- The company pension scheme closes your pension gap at old age

How to apply


Send your CV in English or German to jobs@datavard.com. If your profile meets our requirements, we will get in touch with you soon.

“Looking forward to meeting you soon!”



Lina Philipp
Your HR contact





JOBS@DATAVARD.COM

We look forward to meeting you!

