



Sales Executive (m/f/d)

Location: Berlin, Deutschland | Fulltime | Onsite

Your Challenge

- Develop and execute plans to achieve revenue and profit targets through our B2B partners
- Maintain a regularly updated overview of the current pipeline incl. sales forecasts for a rolling 3-year horizon
- Own the topic of sales enablement (G2M) of our internal & external B2B partners by
 - Onboarding new partners
 - conducting regular trainings for existing partners
 - implementing a certification framework
- Be a part of product development, elaborate business plans for new features/products
- Assess market competition of each regional market
- In close cooperation of Product Managers, release and maintain sales and marketing action plans for each market, including requirement intake and pricing analysis
- Maintain and improve our B2B software license framework including standardized pricing, SLA description and project scope definitions
- Operate and continuously improve the B2B partner qualification framework in close relationship with SWARCO's global B2B sales team
- Provide quotes and proposals to B2B partners for opportunities outside the standard offering

Your Profile

- Bachelor/master's degree in business administration, computer or engineering science, Information Technology, or equivalent practical experience.
- Strong technical background
- Familiarity with opportunity pipeline and sales funnel management processes and tools is an advantage, same with requirement management is a plus
- Proven ability and years of experience to successfully build and develop partner relationships with a software portfolio
- Data-driven mindset with experience in decision-making support
- Experience in delivering professional Proposals of complex software products and discussing solutions with decision-makers
- Exceptional verbal and written communication skills in English, German is a big plus
- Understanding of the Traffic Management domain and/or Transportation related professional experience is a huge plus

Your Benefit

- Unique team spirit and friendly corporate culture
- Flat hierarchies
- 30 days of vacation
- Plenty of room for personal growth and responsibility that enables you to grow with SWARCO

The future begins today. Yours too?

Join SWARCO. We look forward to receiving your detailed application via online form:

Apply now

SWARCO Solution Center GmbH

z.H.: HR Abteilung
Storkower Str. 142-146
10407 Berlin

Information on processing of your personal data is available [here](#).