

Shape the future



International Sales Expert

tocario is creative, innovative, dynamic, geeky - JUST DIFFERENT - Are you a tocarian??

tocario is dedicated to changing the way we use our digital devices for daily work. We develop the workplace of the future. We are a young and hungry team redefining enterprise technologies by closing the gaps virtual desktop technologies have had for decades. This is your chance to be part of an international technology revolution.

Position:

This is a high impact role, as part of the revenue team you will help tocario to break into new markets and take a key part in the company growth. ISEs lead the entire B2B cycle from prospecting to closing. This includes deeply researching companies, identifying key players in the decision making unit, building pipeline and relationship and closing deals. We are looking to hire a smart, driven and hungry individual who is passionate about tech.

Skills and Requirements:

We are seeking a high impact candidate with a strong sales personality:

- Proven track record of closing new business deals and exceeding sales targets.
- Proven excellence prospecting and working with enterprise IT accounts.
- Results oriented, motivated by success. High resilience to last in a sales environment.
- Strong interpersonal and communication skills.
- Demonstrated ability to interface successfully with international C Level executives.
- Excellent language skills in both German and English.
- Able to travel up to 30%.
- BA or BSc degree.

Responsibilities:

- Drive revenue and client growth. Build and manage a pipeline of customer and channel prospects from all available sources.
- You will run the full-cycle sales role with responsibility for generating pipeline and closing deals.
- Prospect and identify key executives at target companies. Build and maintain the customer relationship to identify up-selling and cross-selling opportunities.
- Deliver awe-inspiring product demos, provide insightful (high level) technical answers.
- Manage, track, and report sales activities and results using the company CRM.

tocario offers:

- a production proven, innovative product with international partners and customers.
- a dynamic, results driven environment with unlimited learning opportunities.
- a cool office location in the heart of Stuttgart within a vibrant start-up community.
- the possibility to play an active part in the company with an experienced and hungry team.
- the opportunity for personal and professional growth.

Apply under:
www.tocario.com/careers

Application should include:

Cover letter
CV
Achievements and awards

Optional links to:

LinkedIn profile

JOB CODE:

TJC-17-009

Location: Stuttgart
Germany

Start: now

Apply under:
www.tocario.com/careers

Learn more:
www.tocario.com