

As Support for our Customer Support Team located in Rheinmünster/Baden-Baden we want to recruit a

Service Sales Specialists (m/f) – Customer Support EMEA

Drive maintenance contract sales with existing customers. This inside CS sales role works closely with end customers, resellers and the entire service management group in EMEA. Developing, maintaining and improving relationships with existing and potential customers or reseller.

Main Tasks:

- Perform regular follow up with customer base to ensure timely conversion of warranty to contract sale and the renewal of contracts.
- Act as primary point of contact for requests for information, quotes and general follow-up activities with your customer base
- Maintain accurate records and information on all customer activities in Salesforce.com
- Develop and suggest additional service items that could be added to the existing agreement to service customers.
- Visit key customers for major contract/services presentations and negotiations

Qualifications:

- Commercial or technical education
- Minimum 2 years of sales experience required
- Prefer experience with inside sales of technology products or services in a business-to-business sales environment, outbound customer sales experience
- Strong presentation, oral and written communication, organization and time management skills
- Good technical understanding
- Very good skills in English and German
- Travel requirement: up to 20 %

What we can offer additionally:

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|----------------------------|-----------------------------|------------------------|-----------------------|
| • Diversified work | • Perspective & Developing | • Employee benefits | • Friendly colleagues |
| • Strongly growing company | • Intensive induction phase | • Possibility to shape | • Fun at work |

You are interested?

Then please send your detailed application, including the indication of your salary expectations and the availability to our e-mail: career.emea@stratasys.com. We look forward to receiving your application!



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