

Located in Stuttgart, STORDIS GmbH is one of Europe's leading companies in the field of "Open Networking" and specialised in developing innovative, tailor-made networking solutions. Our primary customers are renowned enterprises operating in academia and research, media and entertainment, cyber security, telecommunication, financial services, defence, and service providers.

We run first-class laboratories fully equipped with the most recent open networking technology and develop individual software and hardware solutions in our two facilities in Germany and the United Kingdom. We are highly committed to promoting the "Open Networking Revolution" with the help of our international memberships.

As a result of positive progress, we are expanding and we are looking for a motivated new team member in the position of

## Inside Sales Manager

As a major sales representative of STORDIS you are primarily in charge of maintaining customer care relating to products and pricing. You will use consultative expertise, communication skills and business development skills to align prospect's and customer's business needs with the relevant high-quality products from our comprehensive product portfolio.

### Your upcoming tasks:

- You are the relevant point of contact for our customers worldwide
- You develop sales strategies, product and service offerings, as well as large, complex solutions.
- You work closely with our purchasing and order processing in regard to orders and delivery times to assure smooth operation
- You are participating in sales and marketing meetings
- You analyse sales figures and manage sales pipeline and forecast
- You negotiate effectively with our partners to drive additional revenue
- You are attending leading international exhibitions

### Skills and Qualifications:

- Bachelor's degree in Economics or related, or equivalent education
- Sales related previous work experience
- A strong interest in information technology, ideally in the field of networking technology
- Business fluent in English
- Preferably practical experience with the ERP Microsoft Dynamics NAV or equivalent
- A communicative personality and a high capacity for team work
- Professional behaviour, credibility, and initiative in successfully closing deals.

### What we offer:

- A permanent position in a future-oriented company
- Tasks of diverse complexity and scope in an innovative environment
- Flat hierarchies and international environment
- Excellent career building opportunities such as internal training and advanced education
- Optional flexible working hours
- A versatile workspace equipped with modern technology
- Optional activities such as barbecues and corporate events.
- A strong appreciation of your personality and reliance in your experience and competencies

### Your next step:

Are you ready to shape the future of networking technology with us? Great! Please send your applications to [jobs@stordis.com](mailto:jobs@stordis.com). Please kindly provide your earliest possible entry date and your salary expectations. Your personal information will be treated as strictly confidential.

STORDIS values equal opportunity and considers qualified applicants for employment without regard to gender, age or national origin.



#### Location:

Rosenwiesstraße 17  
70567 Stuttgart  
Germany



#### Employee Type:

Full-Time



#### Starting Day:

Immediately



#### Contract Type:

Indeterminate