

Astrata Europe TalentLinc

**We are looking for a new Sales Manager (M/F)**  
**South Germany / Austria**  
**40 hours**

**Astrata Europe:** We are the European leader of innovative telematics services. We deliver our services to international transport companies, logistics service providers, local service fleets and multinational companies. Want to know what they have in common?

**Our culture:** We are a diverse team, with 25 plus nationalities, highly skilled and experienced, working in an innovative and ambitious environment. Our open working environment encourages collaboration, working across teams and ensures information flows around the business. Be open to cooperating with colleagues from all over the globe and thrive in an inspirational environment. Like to join our mix to create innovative solutions?

**Your challenge:** Add your value to a company where the impact of your work is visible to you, your colleagues and our customers. Work in a closely-knit team where you will be challenged to be proactive, creative and responsible. Can you deliver the goods?

**Your successes:**

- New business development and sales for a growing portfolio of Software, Telematics, Vehicle Tracking and Fleet Management solutions,
- Develop and maintain a sales pipeline with enough quantitative and qualitative leads to achieve and surpass your sales target,
- Convert leads to sales opportunities by identifying alignment of critical business needs with Astrata's solutions,
- Solve customer problems with our solution, software-as-a-service (SaaS) and hardware as an enabler,
- Present and demonstrate the added value of the Astrata solution in front of your potential customers,
- Build strong relationships with your customers and earn their trust through consultative selling,
- Ready to cold call from the most advanced to the most basic potential customers.

**Your skills and experience:**

- Strong background of new business development, lead generation and sales management,
- Highly proactive and eager to take full advantage of our rewarding Sales Incentive Plan,
- Proven track record in selling high volumes to demanding customers,
- Maintain the CRM for opportunity, pipeline and contact management,
- Willing and able to travel 60% of the week,
- German language skills at native level and English language skills at a professional level, both verbally and written,
- Minimum bachelor's degree,
- Active business network in the IT solutions and Transport & Logistics sector is considered a plus.

**Your competencies:**

- Initiative, results oriented, communication, team work, client focus, accountability, innovation, creative thinking, quality focus, continuous learning.

**Our offer:**

- Be part of a motivated team,
- Work with great technology,
- Sales Incentive Plan,
- The tools you need to succeed, like a company car and laptop.

**Application:**

Do you want to get connected to Astrata Europe B.V.? Please send your application to Loek Charpentier, HR Manager, ([lcharpentier@astrata.eu](mailto:lcharpentier@astrata.eu)).

Acquisition or solicitation by recruitment agencies is not desired.