



Sound | Signage | Monitoring

Are you a passionate Sales Manager (m/f/d) looking for new challenges and development opportunities? We are the right place for you!

ACCENTA is an international provider of digital signage systems, intelligent monitoring solutions and sound reinforcement technology with licence-free music, based in Hamburg and Spain. We specialise in creating and monitoring audiovisual experiences at the point of sale, preferably in retail environments on an international level. Our all-round carefree service promise is supported by intelligent in-house software solutions.

We know that our success is based on the commitment and motivation of each individual employee. We want to build on this with you. That is why we are looking for a

Junior Sales Manager (m/f/d full-time)

to join our team in Hamburg with immediate effect and on a permanent basis.

Your area of responsibility:

- Acquiring new customers and supporting existing customers
- Market observation (e.g. competition, customer data, business opportunities) and recognising further potential
- Support with various sales projects
- Arranging and coordinating customer appointments
- Support for marketing activities and participation in trade fairs

Your profil:

- Successfully completed vocational training
- Successful experience as a sales representative in the field
- Enjoy active sales (in person and by telephone)
- Confident, professional and engaging demeanour at all hierarchical levels
- High level of communication skills, negotiation skills and customer orientation
- Entrepreneurial thinking as well as an independent and goal-orientated way of working
- Very good knowledge of MS Office programmes (Word, PowerPoint, Excel, Outlook) and confident use of modern communication tools

We offer you:

- A permanent position with a high level of personal responsibility in a successful and constantly growing company
- A comprehensive induction programme and continuous support from the entire team
- An attractive salary including a company car, also for private use
- Flat hierarchies and short decision-making processes

Are you interested?

Then we look forward to receiving your application documents by e-mail to ih@accenta.de

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