

Join us:

## Sales Manager Software & Cloud-/Network-Solution

The future is digital and networked. At racksnet® we develop new, innovative technologies for open, powerful and at the same time simple and secure IT networks. Our solution provides the technical foundations for the digital world of tomorrow. The racksnet® software is cloud based, easy to use and has one user interface for all networks: Campus, IoT, Smart City and data centers.

For our team in Frankfurt we are looking for you as: **Sales Manager Software/Cloud-Network-Solution**

### **Your tasks:** Multifaceted and future-oriented

- Responsibility for customer acquisition and active care of existing customers (large enterprises)
- Support for the development of strategic partnerships with supra-regional system houses
- Solution-oriented sales for our software/cloud solution
- Close cooperation with the management team regarding customer approach and further development of the sales strategy

### **Your profile:** Skilled and practice-oriented

- Completed commercial or technical studies or similar
- Enthusiasm for and know-how in network/software or cloud environments
- At least 4-5 years of practical experience in solution-oriented software sales
- Very good relationship management with major customers and their buyers
- Strong sales skills and passion for innovative IT solutions

### **Our company:** Experienced and motivated

- We are experienced network, software, finance and marketing specialists
- Our vision is flexible, simple and fail-safe networks - Made in Germany
- As a startup, we offer a lot of freedom and opportunities for personal development

### **Your application:** Straightforward and meaningful

If you want to be part of an innovative start-up, send your application including CV and salary expectations to [join@racksnet.com](mailto:join@racksnet.com). We are looking forward to it.