

German Speaking Sales Professional - Full-Time, Remote

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Company: M365Connect

Location: Kampala

Category: other-general

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About M365Connect:

As a leading IT recruitment firm, M365Connect specializes in linking companies with top-tier Microsoft technology experts and vetted freelancers worldwide. We're now seeking German-speaking Sales Professionals to help us expand our presence in the German market, leveraging their language skills and sales expertise to build new bridges of opportunity.

Role Overview:

This role is designed for charismatic sales professionals fluent in German, aiming to penetrate and expand our footprint in the German-speaking regions from a remote setting. As a key player in our growth strategy, you'll use your linguistic skills and sales ability to identify opportunities, nurture client relationships, and close deals, all while working closely with our recruitment team to match clients with premier Microsoft Technologies talent.

Key Responsibilities:

Develop and execute sales strategies targeting the German-speaking market, identifying potential clients and partnership opportunities.

Conduct outreach and follow-up communications in German, ensuring a high level of professionalism and brand alignment.

Understand and convey the unique value proposition of M365Connect to potential clients, emphasizing our focus on Microsoft technologies and specialized IT recruitment.

Manage the entire sales cycle, from lead generation to closing, with a strong focus on achieving and surpassing sales targets.

Build and maintain strong, long-lasting client relationships, offering solutions tailored to their specific needs.

Collaborate with the recruitment team to ensure client requirements are met promptly and efficiently.

Stay abreast of market trends, competitors, and industry changes within the German-speaking regions.

Skills & Qualifications:

Fluency in German and English is essential.

Proven track record in sales, with experience in IT or recruitment industries being a significant plus.

Strong understanding of sales strategies, client relationship management, and market expansion techniques.

Excellent communication, negotiation, and presentation skills.

Self-motivated, with the ability to work independently in a remote environment.

Cultural awareness and sensitivity towards German business practices and etiquette.

Experience with CRM software and digital sales tools.

Why Join Us?

M365Connect offers the chance to be part of an innovative, growth-oriented company with a clear mission to connect businesses with top-tier IT talent. This role provides the flexibility of remote work, competitive compensation, and the opportunity to significantly impact our expansion into German-speaking markets.

How to Apply:

To apply for this exciting opportunity, please send your CV and a cover letter in German, detailing your sales experience and why you're the perfect fit for this role, by clicking on apply. Join us in shaping the future of IT recruitment and expanding our reach within the

German market.

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