

SENIOR SALES MANAGER (RFID)

(f/m/d)



Job Description

Join Our Dynamic Team as a **Senior Sales Manager (RFID) - Remote/Klagenfurt/Graz**

Are you passionate about technology and sales of innovative technical solutions? Do you thrive in close customer relationships and closing deals? Are you driven to help customers succeed with the solutions you provide? If so, this role is for you!

As a Senior Sales Manager (RFID), you'll play a crucial role in driving sales of our cutting-edge RFID testing and measurement products and projects. You'll take ownership of the entire sales cycle, from generating leads and conducting customer meetings, to creating quotes, negotiating deals, and closing them successfully.

Your Responsibilities

- Take charge of the entire **sales cycle**, working closely with the **Business Unit Manager**
- Meet and exceed **sales targets** and **revenue goals**
- **Track leads** and **opportunities** using Salesforce
- **Expand business** and market share
- Represent the company at **trade shows**
- Support **product marketing** initiatives
- Analyze key **sales and market data**
- Occasional **international travel** (20%) to Europe and the US

Your Business-Profile

- Proficiency in a full range of **sales methodologies and techniques**
- Skills in business development and strategy for selling new products
- **Customer-focused** approach
- Excellent customer orientation and communication skills, including the ability to communicate with executives (C-level)
- Proficiency with **sales tools, CRM software** (e.g. Salesforce), and **office tools** (e.g. MS or Google)
- Open to using new sales tools and actively engaging with social media

Your Personality-Profile

- Proactive sales mindset
- Driven by a passion for closing deals and making customers happy
- A balanced blend of teamwork and independent work style
- Highly organized with the ability to adjust priorities as needed
- Fluency in English is mandatory

Min. Experience Level: 4 years of sales experience, with at least 2 years in the technical industry.

Education Level: Master's Degree (or equivalent) in Business, Sales, or Engineering

As a Company we offer

- As a highly awarded company CISC has more than **700 engineering projects** with **worldwide customers** (EU, US, CA, CN, JP, BR, KR, AU, ...) successfully finished and executed more than **80 international R&D projects** with several 100 person years effort.
- Flexible **remote/home office** options
- Fun **company events**
- State-of-the-art work equipment (Macbook, Iphone, AirPods)
- Competitive salary and bonus structure
- **Employee recognition** and **rewards programs**.
- Opportunities for growth and advancement within the company
- Professional **development opportunities** and **training programs**
- **Location:** Klagenfurt, Austria, Lakeside Science & Technology Park / Graz, Central Stadtpark area / Remote
- **Payment:** This position is subject to the collective agreement for employees in trade and industry in information service and consulting, employment group IV (<https://www.wko.at/service/kollektivvertrag/kollektivvertrag-information-und-consulting-2023.html#inhaltsverzeichnis>). The monthly salary is paid 14 times p.a. Independent from that CISC will pay a competitive package to reflect your professional experience.

If you are interested in this opportunity, please apply online at <https://www.cisc.at/job-application/> with a motivation letter and your resume or send us your application: jobs@CISC.at

Take your sales career to the next level and become a valuable member of our team. Apply now!