

# WE ARE

# HIRING!

## JUNIOR SALES MANAGER (M/F/D)

### COMPANY DESCRIPTION

FELLOWPRO AG is a pioneering company based in Munich, specialising in process optimisation through innovative automated document processing solutions. Our flagship technology, DocBits, revolutionises how businesses handle and streamline their document workflows, enhancing efficiency and accuracy across operations.

As a trusted partner for industry-leading platforms like Infor and SugarCRM, we empower organisations to integrate seamlessly with robust enterprise solutions. Our expertise extends to delivering tailored automation strategies that meet the unique needs of our clients, fostering growth and operational excellence.

At FELLOWPRO AG, we are dedicated to fostering a dynamic and collaborative environment where innovation thrives. Our team comprises skilled professionals who are passionate about leveraging cutting-edge technology to solve complex business challenges. Join us and be a part of a forward-thinking company where your contributions make a tangible impact.

### ROLE DESCRIPTION

FELLOWPRO AG is seeking a dynamic and experienced Project Manager to join our innovative team in Munich. As a Project Manager, you will play a crucial role in expediting projects, managing logistics, and overseeing inspections to ensure successful project completion. This role is integral to maintaining the high standards of efficiency and excellence that FELLOWPRO AG is known for.

### INDUSTRY

Software Development

### EMPLOYMENT TYPE

Full-time

## KEY RESPONSIBILITIES

- ✓ **Acquiring new customers:** Identifying and approaching potential business customers who can benefit from our innovative solution.
- ✓ **Acquisition:** Building and maintaining relationships with new customers to establish long-term partnerships.
- ✓ **Presenting the software:** Conducting product demos and presentations to clearly communicate the benefits of DocBits and understand customer needs.
- ✓ **Offer preparation:** Development and negotiation of tailor-made offers and solution packages.

## QUALIFICATIONS

- ➔ Initial experience in sales, ideally in the area of software or IT solutions
- ➔ High motivation and strong ambition to achieve and exceed sales goals
- ➔ Enthusiasm for innovative technologies and interest in SaaS products
- ➔ Communicative and convincing personality with a high level of customer orientation
- ➔ Proactive and goal-oriented way of working
- ➔ Ability to work in a team and the willingness to get involved in a dynamic environment

## WE OFFER

- ✓ **A young and motivated team in a dynamically growing company**
- ✓ **Exciting projects and responsibility from day one**
- ✓ **Extensive training and support for personal development**
- ✓ **Attractive remuneration with performance-related bonus components**
- ✓ **Flexible working and the opportunity to work from home**