

# New Business Account Executive (m/f)

Derdack is an innovation leader helping global enterprises to quickly and efficiently manage incidents in datacenters, production facilities and protect their critical infrastructure. We are where our customers are with our global HQ in Potsdam (Berlin), Germany and our NA HQ in Richmond, Virginia. We develop software and cloud services. Our brand-new cloud solution SIGNAL4 combines intelligent alerting, IoT, Smart Manufacturing, Mobile Apps, Machine-learning and scalable SaaS services into a unique future proof solution.



## What it feels like

Thinking about the top 500 companies you always wanted to close deals with, thinking about not just spending time at the office or teleworking but actually getting out and about. Getting to know different people and cities without feeling rushed, burned out or like a lone ranger? Being part of a global team that feels like a family and always has your back. Not having to worry about meeting your quota because customers provide you with raving reviews and product feedback and are always available for referrals.

## What you will do

- Using high product competency and strong customer focus, you turn pre-qualified leads into customers as part of our inside sales team
- You host remote or on-site product demos that are tailored to the specific requirements and needs of the respective prospect, creating an atmosphere of trust and competence
- You create customer presentations and individual quotes based on specific requirements
- You communicate product USPs based on individual customer needs
- Understand and research the „buying center“ of our future customers for optimized sales success
- Interact and communicate with other teams for ensuring sales success and optimized customer communication
- Proactive lead management until closing
- Fill pipeline and create forecasts

## What you need to have

- Bachelor or Masters degree in business or computer science
- Native English speaker and very good communication skills (verbal and in writing)
- Experience in selling B2B software
- Highly motivated, pro-active and communicative
- A strong technical affinity particularly when it comes to mobile devices, cloud, SaaS and digital tools
- A structured and independent approach to selling
- Experience in working with CRM systems, Presentation tools and software, Excel and other office tools

## What you can expect

- A welcoming, supportive and very friendly family-style team
- Flexible working hours
- Coordination of your own schedule
- Full benefits after 6 months
- 20 days of PTO
- Regular team pow-wow and trips to our HQs
- Full coverage of travel expenses (no low budget airlines or hotels)
- Great family style working atmosphere
- Owner led company that recognizes your input and ideas

## Overview

- Starting Date: Nov/Dec 2019
- Full Time (40 hours a week)
- Working hours: flexible
- Location: Glen Allen, VA and telework
- Salary: Partially fixed with bonus system based on KPIs

## More information about Derdack

[www.derdack.com](http://www.derdack.com)

[www.signal4.com](http://www.signal4.com)

## Interested?

Send us your application with all supporting information to Mr. Rolf Stryck at [jobs@derdack.com](mailto:jobs@derdack.com)

Please, provide any additional qualifications and salary expectations.

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