



As a modern company with a committed team, we believe in a progressive management philosophy with flat hierarchies and little bureaucracy. What makes us unique is our ability to think our way into each client's situation. Combined with many years of experience, this ability allows us to offer our clients excellent solutions that are tailored to their needs. If you are ready to take on responsibility in this environment, you have excellent chances of realizing your full potential at consolut.

If you would like to know more about us, please visit us at www.consolut.com.



Are you interested in working for consolut? Then we would love to hear from you. Please send your complete application to: career@consolut.com

Contact for applications:

consolut.gmbh
Mrs. Kathrin Ohlinger
Erzbergerstraße 18
D-68165 Mannheim

To improve our sales pipeline as well as to enlarge our client base in Switzerland, we are looking for consolut international ag in Schaffhausen Switzerland for a

Senior Sales & Solution Consultant (f/m/d)

Your responsibilities

- Develop effective sales strategies to ensure revenue target delivery and sustainable growth
- Conduct discovery sessions with representatives from the customer
- Compose and deliver sales presentations including software demonstrations
- Provide limited post-sale support primarily to key customers to ensure a smooth transition.
- Advance and close sales opportunities - through the successful execution of the sales strategy and roadmap.

Our requirements

- Have a good understanding of the consulting business
- Knowledge of SAP products and solutions as well as functionality and interoperability of SAP components.
- Skilled in solution provision
- Experience in sales and sales processes
- Ability to listen to our customers' concerns
- Excellent presentation and communication skills including the ability to effectively present to customers "remotely" using virtual technology

What we can offer

- Support and challenging responsibilities so that you become a valued and reliable team member.
- Trustful and open collaboration with a clear commitment to long-term employment
- A positive and appreciative company culture
- Active support for your personal and professional development, including building up your skills in new technologies (Fiori/UI5, HANA etc.)
- A well-equipped workplace with modern IT infrastructure and flexible work mode
- An attractive remuneration package.

Switzerland

Schaffhausen
Phone: +41 52 533 8331
E-mail: info@consolut.com

Germany

Mannheim, Dusseldorf, Munich
Phone: +49 621 338 33-0
E-mail: info@consolut.com

USA

Haverhill
Phone: +1 603 275 2541
E-mail: info@consolut.com

Greece

Thessaloniki
Phone: +30 231 1257407
E-mail: info@consolut.com

