

## **Position: Account Executive– Software Division**

Location: Düsseldorf

Contract: Permanent

Infotel's Software Division delivers enterprise solutions that help large organizations improve data performance, govern information across its lifecycle, and meet cybersecurity and compliance requirements. We partner with major accounts across Europe and beyond.

InSoft Infotel Software GmbH is an international software manufacturer with more than 500 customers. InSoft Software GmbH was founded in 1986 and is part of the Infotel Group. Within the group, we are responsible for national and international software sales, mainly in Germany, Austria and Switzerland.

### **Your mission**

- Own the full sales cycle: prospect, qualify, run discovery, build solutions with pre-sales, and close net-new and expansion deals.
- Manage and grow a targeted portfolio of enterprise accounts (C-level, IT, Security/Compliance, and Line-of-Business stakeholders).
- Prepare tailored proposals, RFP/RFI responses, and negotiate commercial terms with procurement and legal.
- Forecast accurately, maintain a clean pipeline, and report activity and results in the CRM.
- Collaborate cross-functionally with Marketing, Product, Delivery, and Customer Support to ensure value realization and renewals.
- Represent Infotel and Insoft Infotel Software at customer meetings, industry events, and trade shows.

### **What you'll bring**

- 3–7+ years of B2B **software sales experience** with enterprise customers, including complex deal cycles and international environments.
- Strong consultative selling skills (discovery, ROI/TCO building, value-based proposals).
- Strong communication skills and negotiation skills among decision-makers.

- Experience in telemarketing, also not afraid of cold calling.
- Enthusiasm for new technologies and software products (industry experience advantageous).
- Fluency in German and English; excellent written and verbal communication.
- Familiarity with IT in general and more precisely with data management, information governance, cybersecurity/compliance, or performance tooling is a plus.
- Discipline in pipeline management and forecasting; comfortable with modern sales tools/CRM.
- Willingness to travel to trade fairs and events.
- Growth mindset, resilience, and a collaborative approach.

### **What we offer**

- Spacious office in the heart of Düsseldorf incl. parking
- Possibility to work from home: hybrid work (2 days teleworking possible per week: Mondays and Fridays)
- Interesting cooperation in a dynamic, international team
- Career opportunities
- Flat hierarchies
- Internal training