

SCRIBOS GmbH, Heidelberg, Deutschland  
**International Sales Consultant (m/w/d)**



**Responsibilities**

- Acquisition of projects and clients in different industry segments (e.g. Automotive, FMCG, Pharma, Wine & Spirits, Luxury, Consumer Electronics, Chemicals) in the Sales Region Central & Northern Europe
- Creating and maintaining a customer and prospects network, identifying core buying center processes and carrying out competitive insights
- Understanding and translating customer/prospect needs to succeed in project work from first concept to product approvals to final contract closings
- Take over customer management responsibility for existing clients
- Establish and drive challenging customer projects as a project leader
- Strengthening commercial offline and online negotiations by excellent business acumen
- Responsible for sustainable sales and profit growth
- Acting as a team player in an international environment
- Close cooperation especially with Business Consulting- and Project Management Team and a multinational Sales Team
- Share and communicate valuable market information internally through new digital channels with positive team spirit in a fast paced way

**Qualifications**

- Bachelor/Master in Business, Engineering or comparable degree
- Minimum 5 years of working experience in sales, business development or suitable technical oriented areas, preferably in project business environment
- Profound experience in the field of product-security and brand protection – experience in CRM, IT and/or track & trace is a plus
- Self-starter with “Hunter” mentality, high level of assertiveness and persistence
- Intrinsic motivation and a positive manner by working in a dynamic environment
- Networker with excellent cross-functional communication skills
- Highly self-organized and result oriented
- Hands-on mentality and willingness to travel by company car

- Business fluent in German and English

Our employees are our greatest asset. We want to support you in unfolding your strengths and developing your career. SCRIBOS offers you a modern working environment, individual training opportunities and a secure job.

**In addition, we offer:**

- A vibrant, innovative company with more than 500 customers all around the world
- Work independently in a pleasant, motivating and collegial working environment
- A multinational team
- An international sales network spanning the whole globe
- Flat hierarchies, open offices, discussions on eye level and freedom to act
- Mobile working from anywhere in Germany
- As a KURZ owned company profit from a large range of trainings and education
- Business Bike Leasing
- Discounted membership in a near-by fitness studio
- In addition to a small self-service canteen, we offer good coffee, water, tea and fresh fruit

Let's shape the world of tomorrow together.

We look forward to receiving your application! Please send your application documents to [hello@scribos.com](mailto:hello@scribos.com).