

<https://careers.fleetgo.com/job/sales-manager-region-dach/>

## Sales Manager Region DACH

### Description

#### Field of application:

Germany-wide

### Responsibilities

- Acquisition of new customers and maintenance of existing customer relationships
- Conducting sales calls and presenting our logistics software
- Preparation of offers and contracts together with our back office
- Lead generation and monitoring of marketing campaigns together with the marketing department
- Achieving sales and revenue targets
- During the sales process you will work closely with our project team and lead the customer deals to success
- Processing of tenders
- Participation in virtual and physical events (e.g. trade fairs or conferences)
- Documentation of your activities in the CRM is a matter of course for you

### Qualifications

- You are a networker, ambitious and have a hands-on mentality
- You are articulate and confident in C-level negotiations
- You have several years of experience in technical sales, ideally in the field of logistics
- Willingness to travel and driving license class B
- You are technically affine and enjoy working with software
- Completed commercial, technical training or studies
- Fluent German and good written and spoken English round off your profile

### Contacts

Please send your application to **Christian Schulz**.

E-mail address: [christian.schulz@wanko.de](mailto:christian.schulz@wanko.de)

### Postal address

Wanko Informationslogistik GmbH  
Mr. Christian Schulz  
Gewerbstraße 1  
83404 Ainring

### Hiring organization

Wanko (part of FleetGO)

### Employment Type

Full-time

### Working Hours

40

### Date posted

March 6, 2025