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## Key Account Manager (m/w/d)

### Description

**Full-time position, based in Stuttgart or Oldenburg**

We are looking for an experienced Key Account Manager (m/f/d) who is passionate to expand our existing customer network and creatively deal with our products and services. We warmly welcome experience from an international corporate and managing director environment, with the drive to develop and manage large accounts.

### Responsibilities

- Targeting the top 10-20 enterprise companies within the global market
- Be part of the InBetween sales strategy
- Form relationships and co-selling strategies with partners
- Build awareness and adoption of InBetween Software in the market place
- Achieve the designated revenue goal
- Drive the go-to-market strategy by engaging partners and marketing for pipeline generation
- Create and develop your own opportunities to fill the pipeline
- Act as sales lead in key enterprise opportunities
- Follow up on qualified opportunities at large companies
- Work collaboratively with our teams to execute the sales strategy as InBetween introduces enhancements to existing solutions and/or releases new products
- Bring your thinking, strategies, and ideas to advance our company's values, unique culture, and vision for the future
- Report regular opportunity updates and forecasts to the CEO

### Qualifications

- +3 years of experience selling enterprise solutions within the software industry
- Experience working in the PXM segment would be advantageous
- Experience working/selling with Systems Integrators and PIM vendors would be preferred, but not essential
- Experience in the international marketplace as well as selling into large enterprises

### Job Benefits

- Permanent contract
- Ambitious, varied and interesting job with a high level of personal responsibility and creative freedom
- A warm-hearted and collaborative team
- Salary includes a large variable component dependent on turnover
- Office in the heart of Stuttgart, close proximity to "Schlossplatz", alternatively office in the heart of Oldenburg, close proximity to shops, market and "Schlossgarten"

### Hiring organization

Inbetween Deutschland GmbH

### Employment Type

Full-time

### Industry

IT & Software

### Job Location

Friedrichstraße 39, 70174, Stuttgart, Germany

### Date posted

19. January 2023

- Home office possibilities

## **Contacts**

**Whether you are a career starter, career changer, or have been in the profession for a long time  
– we look forward to receiving your application.**

You can find more information about the company at [www.inbetween.de](http://www.inbetween.de).

Have we aroused your interest? Then please send your complete and informative application documents by e-mail to [jobs@inbetween.de](mailto:jobs@inbetween.de)