



FRA-Services AG is a well-established partner of top companies in the German and European economy when it comes to a qualified credit assessment of strategically important suppliers around the globe. Since 2009 – when the company was founded - FRA-Services AG noted a continuous development and is currently experiencing a great influx of new clients. For our next increase in growth, we are looking for a

## Sales Manager (f/m/d)

### We offer:

- An ambitious and varied job in the center of Stuttgart.
- A loyal and inter-personal environment in a small team of highly qualified professionals.
- An attractive remuneration with a variable component.
- Flat organizational hierarchy and a very open-minded culture of communication that ensures high flexibility and rapid response.
- The Possibility to work independently and help shaping.
- Daily business with top-class German and European companies.

### Job description:

- Proactively establishing relevant contacts and conducting acquisition meetings to help developing our business model further
- Identification and addressing new customer/target groups
- Development and initiation of sales measures
- Representing the company at diverse events and exhibitions
- Enhancing identified cross-selling potentials in cooperation with our partner-network

### Qualification & experience:

- Successfully completed commercial training or business studies (B.A.)
- You are a convincing person, have friendly manner and excellent communication skills
- You can quickly familiarize yourself with new topics and show a high degree of personal initiative.
- You are an ambitious person with negotiating skills
- You are able to recognize customer's problems and work in a solution-oriented manner
- You have first experience in the fields of purchasing, supply chain management or credit rating of companies.
- Fluent speaking & writing skills in German and English required
- You have excellent expertise with MS-Office.

**If our open position suits you, we are very looking forward to your application!**

Please send us your detailed documents by e-mail: [info@fra-services.de](mailto:info@fra-services.de).