

Sales Intelligence Manager (m/f/d)

Permanent employee, full-time, immediately – Berlin

Your tasks:

- You are the backbone of the sales team by detecting new leads and ensuring that existing leads are fully addressed.
- You ensure that leads and customers are correctly displayed in the sales monitoring tools.
- You analyze and draw conclusions from customer interactions and sales performance.
- You support the Management of the organization with frequent sales status reporting.
- You are deeply engaged into focus markets of the organization and connect to key stakeholders.
- You spot main events and industry networks and position the organization here.
- You take measures to improve the brand image and run campaigns (mostly online channels)

Your skills:

- You hold at least a Bachelor's degree in business administration or related specialization.
- You have a proven record of at least 5 years of sales in smart Hardware/Software solutions.
- You are an experienced project manager and approach complex tasks in a structured way.
- You have strong communication skills and you are a strong networker (internal and external).
- You are familiar with the operation of sales IT-tools (Salesforce, Hubspot preferred)
- You are fluent in English and German
- You value a dynamic working environment and you are passionate about your responsibilities

About us:

FP NeoMonitor GmbH i.G. is a new founded 100% subsidiary of Francotyp Postalia. We set out with our team to deliver customer value and grow by applying lean startup and agile principles. The offerings will be aligned with market demand and their value proposition realized through customer-centric validation.

Please send us your application via e-mail to personal@neomonitor.de.