



As pioneers in our field, we see it as our mission to support our clients' growth plans in the IT industry, optimise their portfolios and refine their marketing strategies with data-driven insights. With more than 45 years of experience, we have mastered the art of adapting to our dynamic environment and to the ever-changing needs of our clients by incorporating innovation into our daily work. We are a European market research and consulting company, but our expertise extends beyond European borders to countries around the world.

## Become part of our team as

### (Junior) Sales Manager EMEA/USA (m/f/d)

Your mission: Drive our growth journey

For our headquarters in the heart of Munich, we are looking for motivated and open-minded professionals who want to drive digital innovations and technologies.

Your tasks

- **Account Management (B2B) in Europe and the USA:** You provide our customers with expert advice and represent our company in dialogue with decision-makers. You will secure the existing relationship and further expand customer sales.
- **Lukewarm new customer acquisition:** You take on the acquisition of new or previous customers and inspire them in online meetings, in person on site and at trade fairs or on the phone.
- **Preparation of complex consulting offers:** Working closely with our analysts and consultants, you will be responsible for preparing proposals.
- **Responsibility for your own campaigns:** Together with our marketing department, you will help to implement targeted campaigns for our products.
- **Get involved and help us grow:** You will support the optimisation of our sales strategy and play an active role in shaping it.

What we offer

- **Customised onboarding:** You will receive intensive training and coaching to help you master our sales processes and gain an insight into our services.
- **Empowerment and personal responsibility:** We believe in learning by doing! From day one, you will take on challenges and put your ideas into practice.

- **Network with industry leaders:** Make valuable contacts with top decision-makers in leading IT companies and engage with the ground-breaking technologies of tomorrow.
- **Vibrant team culture:** Become part of a young, dynamic team where collaboration and open communication take centre stage. Celebrate our successes with team events such as games evenings, darts tournaments, summer and Christmas parties.
- **Flexible working environment:** Enjoy the best of both worlds! Work with us in our Munich office and enjoy the flexibility of working remotely 2-3 days a week.
- **Long-term professional commitment:** We believe that you will continue to develop with us and therefore offer you a permanent employment contract that promotes growth and stability.

What you bring to the table:

- Excellent communication skills and a willingness to step out of your comfort zone.
- You are characterised by your initiative and your will to generate successful deals.
- Team spirit and co-operation are crucial to our success.
- Proficiency in Microsoft Office applications.
- Fluent German (mother tongue) and excellent English.
- Ideally, you already have experience in sales and have discovered your passion for sales.

Ready to make a difference?

If you are looking forward to embarking on this journey with us, we would love to hear from you! Send your application with your CV and earliest possible starting date to [career@pacanalyst.com](mailto:career@pacanalyst.com)