

## Inside Account Manager (m/w)

FOEX GmbH is a young, expanding company in the field of Oracle APEX. Our FOEX Plug-In Framework offers additional functionality to Oracle APEX developers. We are located in Perchtoldsdorf (Vienna south border) and from here we support B2B customers and partners all over the world.

Our international and passionate team, consisting of 7 nationalities offers you the opportunity to add your experience and enthusiasm in order to contribute to the success of our company. You are the person we are looking for, if you want to design your success story at FOEX with a smile on your face.

The following position is available right now:

### Inside Account Manager (m/w)

#### Your tasks:

- Identify potential accounts
- Setup relationships to new enterprise accounts worldwide
- Successfully close new deals (FOEX plugin Framework, trainings, consulting and add-on)
- Regular communication to potential new customers and partners worldwide over phone and web-meeting-tools
- Explain technical and commercial advantages of FOEX to Oracle developers, IT Managers and decision makers
- Upselling at existing accounts (licenses and add-ons)
- Work closely with customers on Case Studies
- Thorough documentation and handling of administrative issues
- Reporting to the CEO

#### Your profile:

- Sales is your profession and passion
- You have a solid background in international Software Sales and can impress by your track record
- Very good English skills (oral and written) as 95% of external and internal communication is English
- You are able and legally allowed to work in Perchtoldsdorf (Vienna south border)

#### Our offer – your chance:

- Great team that brings satisfaction and fun within the job
- A company that is 5 years on the market, but still has the start-up spirit
- Flexible working time
- MacBook
- Easy to reach office with public transport
- Interesting variable bonus payments based on your sales results

We are offering an attractive market oriented remuneration package (including fixed and variable part), starting with EUR 45.000 and negotiable depending on your qualifications and experience.

If you are interested in bringing dedication and fun to the further development of our company, apply for it with your attached CV by e-mail: [jobs@tryfoexnow.com](mailto:jobs@tryfoexnow.com).