



DiIT GmbH is the world's leading provider of integrated software solutions for manufacturing execution (MES), customized wire harness production and logistics. By digitalizing the value chains, the company's innovative software optimizes and controls complex manufacturing and logistics processes and supports quality assurance and traceability. Part of the Komax Group, DiIT operates as an autonomous company. Komax is a global technology group and a leading supplier in the wire processing industry.

To support our sales team in Berlin, we are looking for a

Your new challenge:

- Support and advice for existing, international customers in the digitalization of complex MES processes
- Strategic development of new international customers from the automotive, aerospace, industrial, infrastructure and manufacturing sectors, taking into account possible cross- and up-selling potentials at Group level
- Identification of new sales potentials
- Presentation of our software solutions to customers, as well as regular participation in international fairs and events

Account Manager (m/f/d)

Our offer:

- An attractive salary package
- Company car, also for private use
- Job-bike
- A crisis-proofed job in a rapidly expanding company
- A pleasant working atmosphere with flat hierarchies and open communication
- Mobile working
- Individual training

Have we piqued your interest?

Then send your application documents by e-mail to personal@diit.de stating your salary expectations and your earliest possible starting date

Your skills:

- Degree in business administration, software engineering or a similar qualification
- Many years of professional experience in the field of software sales as well as in-depth industry knowledge in the field of production control
- Strong communication skills, sociability and persuasiveness in cooperation with globally distributed project participants
- Negotiation skills in German and English
- Very good presentation and moderation skills
- Ability to actively integrate into existing work teams
- Efficient, pragmatic-analytical and structured way of working
- Flexibility, commitment, ability to work in a team and assertiveness
- Willingness to travel internationally