



SUBSEQ is a young IT recruiting company. After the successful start-up, we are now setting up a powerful sales team for further growth stages. Our know-how and excellent industry expertise make us a reliable partner for international customers from the DAX30 area.

Decide to start your career with **SUBSEQ**, where you can keep things moving every day. With us, you work together with dedicated colleagues in the recruiting sector and fill our clients' various posts with high-ranking experts.

We offer challenging tasks, responsibility and excellent perspectives.

To strengthen our team, we are looking for an

Account Manager (m/f)
with the option for Associate Partner Status

at our Munich office.

Your tasks:

- You identify the decision-makers with potential customers and convince them to cooperate with SUBSEQ during phone-calls and personal presentations.
- As Account Manager you acquire open positions with new and existing customers and find suitable specialists together with our recruiters.
- You guarantee an optimal and smooth filling of our customers' posts by means of an active relationship management.
- You professionally and successfully negotiate contracts on our customers' and experts' side.
- During the recruiting process you act as the competent contact person for your customers and the specialists working for them
- You build up the sales structures under your own responsibility and train further necessary sales employees

Your qualifications:

- You have completed your university studies or a comparable commercial / sales training
- Ideally, you have already gathered some experience and customer contacts at decision-making level as an Account Manager
- You enjoy sales and accept the challenge of convincing people
- You wish to contribute to our company's success with your motivation and determination
- You impress with confidence, professional appearance, diplomatic skills and sales talent



SUBSEQ

CONSULTING & RECRUITING

We offer you a challenging job and freedom of action right from the start. This provides you the best conditions for your work within our open and dynamic structures. An appropriate remuneration, a performance-related commission, and the provision of a company car are a matter of course for us.

Are you interested? Then we look forward to your detailed application documents including your starting date and salary expectations. Your application will be treated as strictly confidential and in compliance with any restriction notes.

Please send your application to:

Karin Ziegelmeier
SUBSEQ GmbH

Telefon: +49 (0)89 - 78 74 68 80
Fax: +49 (0)89 - 78 74 68 90
Email: bewerbung@subseq.com
Internet: www.subseq.com

Or send your complete application documents to:
SUBSEQ GmbH - Postfach 70 13 01 - 81313 München