



Account Manager / Project Sales

(m/f/x)

Would you like to be part of a committed team that develops high-quality, customised complete solutions for quality assurance? Would you like to contribute to varied projects in a dynamic, technology-driven environment and continuously expand your expertise and experience? Then you are exactly the expert we need at Brainware Solutions GmbH! To match our growing customer network, we are looking — as soon as possible — for a talented

Account Manager / Project Sales (m/f/x).

You manage a diverse customer portfolio, quickly grasp different requirements and develop tailored solutions for demanding quality-assurance projects together with our specialist departments.

YOUR RESPONSIBILITIES:

- **Managing and developing a diverse base of existing accounts**
- Quickly grasping different customer requirements and translating our technical solution portfolio into specific applications
- **Structured handling of varying customer enquiries** — from needs analysis through quotation and costing to project handover and follow-up
- **Active acquisition of selected new customers** and identifying new sales opportunities in the market
- Close coordination with engineering, production, service and marketing to develop fitting customer solutions

WHAT'S ON OFFER:

- Exciting and challenging projects in an innovative working environment
- Permanent employment contract with attractive compensation
- Flexible working hours (flexitime) plus remote work
- 28 days of annual leave + sick-day allowance
- Pleasant working atmosphere and short decision paths

YOUR PROFILE:

- Successfully completed **commercial or technical training**, a degree in business administration, industrial engineering, mechanical engineering or a comparable qualification
- **Initial to several years of experience in B2B sales**, account management, technical sales or project management
- **Technical or technological understanding** and the ability to apply this knowledge flexibly to different customer and project requirements
- Quick comprehension, good understanding of processes and enthusiasm for working into changing tasks
- Structured, independent way of working and the ability to reliably manage multiple customers and processes in parallel
- **Strong customer orientation, excellent communication skills** and a **sound feel for technical and commercial connections**
- Excellent written and spoken German and English
- Willingness to travel (depending on customer requirements)
- Driver's license (class B)
- Modern working environment
- Additional social benefits (e.g. company pension scheme, childcare allowance, EdenRed card, ...)
- Regular team events, fruit basket, free drinks
- Free parking and good public-transport connections

Applications welcome at hr@brainware-solutions.de. For questions regarding the role: **+49 3722 50550-0**.

Take the next step in your career — help shape the future of quality assurance at Brainware Solutions.