



Talent to career

Become a Business Technologist!

As business technologists, we drive our vision of how to accelerate progress and deliver business results for our clients.

For our Division Infrastructure & Data Management (IDM) located in Zurich-Albisrieden we are currently recruiting a

Expert Sales

Technology Transformation Services – TTS

Your tasks

- ▶ Acquire potential new customers and maintain good relationships to existing clients with the aim of winning new business
- ▶ Ensure that customer satisfaction is always a top priority and initiate any actions needed to bring customer Satisfaction to the highest level
- ▶ Deliver sales results compared to the sales-budget for the assigned region (Order Entry, External Revenue)
- ▶ Define and implement sales-plan according to the sales-go-to-market model and the global strategy
- ▶ Identify customer needs in his territory and feed-back those needs to the TTS organization for new-offers to be developed

Your profile

- ▶ Excellent communication and interpersonal skills to work with and influence customers and senior business executives
- ▶ Emotional intelligence to build and manage strong customer relationship
- ▶ 3 to 5 years of experience in similar role and proven back-ground in sales and management of IT-services /technologies
- ▶ Deep understanding of datacentre transformation, application platforming, workplace migrations and IT service integration
- ▶ Strong analytical skills turning into actions (Academic / Bachelor think-level)
- ▶ Flexible, pro-active, self-motivated and self-starter individual who is eager to learn and has a keen perception
- ▶ Willingness to travel within the German part of Switzerland (approx.. 80%)
- ▶ Business fluent English and German in writing and speech; further language is welcome

Your application

Take this chance and apply to this exciting and challenging position under recruiting@atos.net. Direct applications are preferred. Please note that we only consider complete applications (incl. cover letter, resume and all work certificates and diplomas) in the selection process. We are looking forward to meeting you!

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