

**Do you show commitment and are you full of ideas?  
Then you are in the right place with us!**

Precast Software Engineering GmbH is one of the leading global providers of software solutions for the precast concrete industry. We are a wholly-owned subsidiary of the Nemetschek Group (Munich/Germany) and our headquarter is located close to Salzburg (Austria). Due to the high quality and reliability of our systems and services as well as the competence of our employees, the Nemetschek Group has established itself as the market leader. Our software solutions are used in more than 142 countries.

To overcome the new challenges successfully every day, we need people who are full of ideas and keep both feet on the ground. You are creative, motivated and show commitment? You can work cooperatively with others, but you are also proactive? You trust your qualifications but also your gut? Then you fit into our team!

**We enlarge our team at our location in Wals-Siezenheim and look for a motivated colleague (f/m) starting on January 1, 2018:**



## Head of Sales (worldwide)

### Your tasks:

- Head of sales department worldwide – growth-oriented leadership and development of the sales team
- Conceptual expansion of the existing sales concept
- „Sparring Partner“ for the general manager concerning strategic issues
- Proactive care of key customers
- Market and competition monitoring
- Preparation of sales planning
- Sales and profit responsibility

### Your profile:

- Completed technical/business education
- Several years of professional sales experience (preferably in the industry) in a comparable area with leadership responsibility
- Fluent proficiency in spoken and written English
- Willingness to travel worldwide
- Communication and team skills
- Structured work style, solid negotiation skills and strength of implementation
- Proactive and solution-oriented thinking

A professional work environment in an internationally active company as well as training and promotion opportunities form the frame of getting started at Precast Software Engineering. The minimum gross salary for this position is € 68.516 pa for full-time employment as well as a variable component and further benefits. A possible overpayment depends on your qualifications and experience.

Please send your complete application documentation, preferably by e-mail, to:

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