

Never waste a crisis: WE ARE EXPANDING for good reasons

COMMISSION SALES AGENTS WANTED – Software Sales

American-German Procurement consultancy firm specialized in Procurement transformation, Supplier Management and **Supply Chain Risk Management** is searching for experienced and independent Sales Representatives to develop company's sales and find new clients.

We are a team of experienced Procurement leaders located in Atlanta and Germany with a strong hands-on approach and we are looking for equivalent Sales professionals to drive sales of our leading-edge and multiple award-winning Supplier Management Software solution and approach.

Until today, our innovative digital Procurement solution has not been actively sold in the US and with the current market developments, we are expecting a huge demand from companies across all industries to ensure Supply Chain transparency, supplier performance and overall Supply Chain resilience. Thus, we are looking for Game Changers to kick-start our US sales efforts.

We expect:

- ✓ Experienced Sales Professional with a strong business acumen
- ✓ Success driven personality, able to listen to customers and put their sustainable success first
- ✓ A self-starter with a Business Development mindset, not just a lead generator
- ✓ Long-term mindset willing to grow the company
- ✓ Background in Procurement & Supply Chain (Industry, Consulting, Software) – former CPO, Head of Procurement, Head of Supply Chain, Buyer, Project Manager
- ✓ A high level of integrity and ethical standards

You excel in skills such as:

- ✓ Growing customer base thru effective networking and sales techniques
- ✓ Evaluating customers and customer needs and recommending or upselling services
- ✓ Cold calling to bring new business
- ✓ Excellent communication skills

We offer:

- World-class cloud-based Procurement software developed in Europe and used by several market leading companies in Europe and the US
- High caliber long-term customers such as market leading Fortune 250 company, German, Danish and Swiss customers
- An award-winning solution (featured in Forbes Magazine, Spendmatters.com watchlist, German American Chamber of Commerce)
- We pay way above average commission and offer the opportunity to become a shareholder

