



Job Profile

Account Manager

The resource will deal with developing and retaining customer relationships and identifying new business opportunities.

Specifically, the resource will proactively contribute to the commercial development in Germany of the Business Line in which it will operate, with particular attention to the issues of integration brokerage (EDI, PEPPOL, etc.) and the digital transformation (B2B and B2G e-invoicing, workflow management documentary, conservation according to law).

The resource will work closely with the International Digital Business Development Manager and will respond to the Marketing & Sales Manager.

The **requirements** to fill the position are:

- Degree preferably in Management Engineering or Economics and Commerce or similar;
- Many years of experience in the commercial sector, specifically in the sale of ICT solutions and services in relation to the indicated reference context;
- German mother tongue;
- Excellent knowledge of English and welcome knowledge of Italian;
- Relationship, communication skills, spirit of initiative and result orientation.

The resource will be inserted at the TESISQUARE® headquarters in Munich, with availability for short trips to Italy or in any case in central Europe, in addition to mobility throughout Germany.

The profile is completed by the possession of a customer base in Germany (appreciated) and having carried out its activities in companies and contexts similar to those of TESISQUARE®.