



## Searching for Global Players: Technical Presales Consultant EMEA (f/m/x)

MIC is leading worldwide in the automation of global customs and trade compliance processes. With our software solutions, we ensure safe and efficient customs clearance within the legal frameworks for more than 700 customers - like VW, Zalando, IKEA, Panasonic - on 6 continents.

You love being involved in international sales processes as the technical part - internally and on-site at the customers? - Then, that's YOUR career opportunity!

### Your job

- 🌐 As a Technical Presales Consultant, you prepare and execute comprehensive technical product and solution presentations for customers - together with the Sales Managers - and perform webinars
- 🌐 Furthermore, you are responsible for the technical support of the Sales Managers in the international acquisition processes
- 🌐 You prepare presentations for the Sales Managers as well as individual customer offers and contracts
- 🌐 In your role, you support in answering tenders, coordinating tenders, and prepare response documents in cooperation with the Sales Managers
- 🌐 You also act as an interface function to the operating departments
- 🌐 In addition, you are responsible for the implementation, further development, support and maintenance of the sales infrastructure
- 🌐 Finally, you represent MIC at international conferences and trade shows

### Your skills and qualifications

- 🌐 Completed education (Vocational High school / university of applied sciences/university) with a focus on informatics, professional experience is an advantage
- 🌐 Excellent English skills in written and spoken (business fluent)
- 🌐 Good German skills
- 🌐 Willingness to travel (Europe)
- 🌐 Strong communication skills and distinctive analytical as well as conceptual abilities
- 🌐 Strong self-motivation, pro-activeness, and very high level of independence

- 🌐 Structured and accurate way of working

### We offer you

- 🌐 Privately owned, stably growing company with HQ in Linz/Austria
- 🌐 World market leader with 11 offices on 3 continents
- 🌐 Cooperative, appreciative and respectful teamwork
- 🌐 International context with multinational customers
- 🌐 Professional on-boarding, MIC Academy training
- 🌐 Individual career paths
- 🌐 State-of-the-art work environment and approach: Scrum, Kanban, Pair-Programming, Coding Dojos, etc...

### Compensation

We are legally required to mention the compensation for this position. We offer a minimum salary of € 42.700 gross/year (38,5 hours/week, no All-in contracts) plus an attractive bonus and numerous other benefits. Of course, we are adapting the compensation according to your experience and qualification.



Flexible hours



Further education



Cafeteria



Home Office



Company pension



Free parking



Health promotion

**Become an active part in the global trade world!**

**Linz | Hagenberg | Salzburg | Vienna**

### Apply to:

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