

UNLOCK YOUR POTENTIAL

TECH CAREERS
WITH WORLD-LEADING
SOFTWARE SOLUTIONS



Presales Specialist (m/f/x)



MIC as a privately owned and permanently growing company is the worldwide leading provider of global customs and trade compliance software solutions. More than 800 customers, in 55+ countries, on six continents, use MIC customs and trade compliance software.

Grow with us and make a difference with your expertise! Embrace our unique internationality and contribute to our innovative GTM solutions to shaping the future of global trade!

Your mission

Empowering international sales success through expert commercial support and impactful customer experiences. As a Presales Specialist, you guide prospects with strong demos, presentations, and tenders—ensuring smooth collaboration and long-term value.

- Support Sales Managers in international customer acquisition with commercial know-how and tailored materials
- Present our MIC Software to potential customers—via online and onsite demos, webinars, and presentations
- Coordinate tenders and manage the internal tool that supports this process (RFx)
- Work closely with internal departments to understand customer needs and prepare tailored solution concepts, offers, and contracts
- Represent MIC at events, trade shows, and webinars

Your skills and qualifications

- Completed education (HTL, FH, Uni), ideally in Sales & Marketing, Business or Management
- Commercial Mindset with strong interest in B2B software solutions

- Excellent communication and presentation skills
- Strong customer orientation and proactive team spirit
- Strong German and English skills (written & spoken)
- First experience in sales, presales or customer-oriented roles is a plus

We offer you

- Cooperative, appreciative and respectful culture
- International context with global players
- Professional onboarding: Personal training plan and mentoring
- Individual development and career opportunities (MIC Academy)
- Employee bonus and various benefits

Compensation

We are legally obliged to mention the compensation for this position. We offer a minimum salary of €44.450,- gross/year (fulltime employment). We offer a higher salary in line with your qualifications and experience.

Join our international MIC Team! HQs Linz | Vienna | Salzburg

Apply to:

www.mic-cust.com/career

MIC Datenverarbeitung GmbH

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Linz (HQ), Hagenberg, Salzburg, Vienna (AT) • Schaffhausen (CH) • Antwerp (BE) • Southfield, MI, Vancouver, WA (US) • Mexico City (MX) • Bangkok (TH) • Vadodara (IN)