

**WE ARE HIRING!**

# **B2B (Junior) Pre-Sales Manager**

(m/w/d)



innoscripta AG is an international software company that specializes in cloud-based research and development software. Since our founding in 2012, we have grown from 1 to 250 employees entirely organically. We employ over 250 experts from various scientific fields. We have successfully initiated over 2,000 R&D projects in Germany.

## WHO WE ARE LOOKING FOR?

- **Empathetic:** You understand the needs of our customers.
- **Curious:** You have an interest in innovation-related services, innovation management, and methods.
- **Motivated:** You enjoy setting ambitious goals for yourself.
- **Organized:** You consistently approach tasks in a structured manner.
- **Communicative:** You know how to reach people and have excellent German language skills (C2 level) in both speaking and writing.

## WHAT AWAITS YOU AT OUR COMPANY?

- **Customer Acquisition:** You generate incoming lead inquiries and devise strategies for acquiring new customers.
- **Teamwork:** You coordinate web sessions and assist our sales managers in preparing appointments.
- **Market Analysis:** You independently research, analyze, and evaluate strategic customer potentials and gain insights into innovation environments in companies with more than 1,000 employees.
- **Continuous Learning:** You will eventually accompany the team leader on customer visits and develop yourself into a sales team leader.

## WHAT DO WE OFFER?

- Unlimited contract with rapid advancement opportunities and prospects for leadership responsibilities.
- Above-average annual gross salary ranging from 45-60K, based on qualifications, plus performance-based incentives.
- Dynamic international environment with flat hierarchies and short decision-making paths.
- Considerable autonomy and the opportunity to shape your own role within the company.
- Weekly Tasty Thursdays and, fresh fruit as much as coffee as you like.
- innoscripta pension plan and childcare allowance.
- Individual professional development.
- Regular get-togethers, summer parties, and various opportunities for celebrations.

**Have we piqued your interest? *Then apply with us!***

Please send your complete application documents in a single PDF file to  
[karriere-muenchen@innoscripta.com](mailto:karriere-muenchen@innoscripta.com)