

// Professionally experienced

# Inside Sales Manager (m/f/x)



🚩 Izmir

🕒 Full-time

📅 As of now

👥 Sales & Partner

Do you excel at building strong client relationships and keeping customer needs at the forefront? Are you skilled at spotting opportunities and negotiating deals that create win-win outcomes? If you enjoy solving problems, driving renewals, and being a key player in customer success, we'd love to have you on board.

**Apply now and become part of our mission "Discover to Manage".**

## Your tasks at Raynet

- Manage and expand a portfolio of existing software clients
- Proactively engage with clients to ensure timely contract renewals
- Identify and pursue upselling and cross-selling opportunities within existing accounts
- Negotiate renewal contracts and terms
- Maintain accurate records of client interactions and renewal status in HubSpot
- Collaborate with the sales and support teams to ensure client satisfaction

## Contact

### Human Resources Team

+49 5251 54009-0

[bewerbungen@raynet.de](mailto:bewerbungen@raynet.de)

## Further information

**Location:** Izmir

**Working hours:** Full-time

**Start:** As of now

**Department:** Sales & Partner

## Are you interested?

Just send us an e-mail, contact us by phone or apply directly using the QR code.



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## Inside Sales Manager (m/f/x)



### Our expectations

- Bachelor's degree in Business Administration or a related field
- At least one year of inside sales or account management experience, ideally in the software industry
- Experience with CRM systems (e.g., Salesforce, HubSpot) is a plus
- Excellent MS Office knowledge
- Fluent in English and German
- Customer-focused mindset combined with excellent written and verbal communication skills
- Ability to understand and explain software products
- Strong negotiation skills, resilience and persistence
- Excellent time management and organizational skills
- Ability to work independently and as part of a team
- Knowledge of sales forecasting and contract law is a plus

### What awaits you

- A lot of room for independent action, fresh ideas and new challenges
- Flat hierarchy, direct contact persons and fast decision-making processes
- Diverse tasks and projects in an innovative environment
- Team events & work-life balance
- 20 days annual paid leave
- Complementary health insurance
- Individual further education activities
- A challenging, practical and future-oriented job in an internationally growing company

### Why Raynet?

Because we make the difference and not only offer you a demanding and challenging job with exciting opportunities for further training and promotion, but also do everything we can to make you feel at home.

We balance family and career and give you enough freedom to realize your potential in our friendly and motivated team – in line with our Modern Hybrid Workplace concept at each of our locations.

**See for yourself!**