



Junior Key Account Manager (m/f/d)

Our Company

Tonitrus is an international IT company engaged in the Circular Economy with focus on offering products in the area of Servers, Storage, Networking and Computing. We support companies and public institutions across Europe and worldwide to improve their carbon footprint and saving IT budget at the same time by supplying refurbished „as good as new“ IT products and providing services around these products such as Third-Party-Maintenance & Certified Data Erasure.

We keep available over 50,000 SKUs to our valued customers in more than 20 countries across Europe with same-day-shipment options via marketplaces and via our multi-language webshops (tonitrus.com), supported by our account managers via Chat, Mail and Phone.

Your job

- Understanding customer growth from the existing account base through cross-selling and upselling
- Customer retention and growth in line with individual KPI's
- Manage constantly incoming new B2B customer streams
- Ensure company CRM database is continually updated with relevant customer information
- Independent working manner and account management with room for self-organisation
- Identifying customers demand and preparing quotations including automated follow-up

We offer

- Great team spirit within our multi-national Berlin sales team and regular company events throughout the year
- Exciting customer projects in the Circular Economy
- Structured onboarding process and ongoing trainings by experienced sales managers
- Lots of room for personal and professional development

Further Information

You want to know more about the job or just want to send your CV? Please feel free to send us an email:

jobs@tonitrus.com

We are looking forward to your application!

Hiring

For our international sales office in Berlin (close to Alexanderplatz), we are hiring several new team members for the following list of countries (at least 1 vacant job per each country):

- Croatia
- Czech Republic
- Denmark
- Greece
- Hungary
- Netherlands
- Poland
- Portugal
- Romania
- Slovakia
- Slovenia
- Sweden
- United Kingdom

You bring

- Any Bachelor and/or Master degree
- Strong communication skills
- Customer-centric thinking
- Enthusiasm for sales
- Fluent language skills for at least one of the above mentioned countries and good English skills for internal communication

- Modern workspace with latest technology and equipment
- Performance-oriented salary scheme and further sales incentives
- Office location (close to Alexanderplatz) in a new office building with amenities such as a café and a rooftop terrace

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