

New Vacancy

For Munich, London or Singapore office

Expect more?

TynTec is a mobile messaging service provider, offering powerful SMS functionality to operators, enterprises, aggregators, ISPs and message resellers. Through partnerships with mobile operators the company has unique, multiple points of access into the deep level (SS7) mobile telecoms network, enabling it to offer a new level of quality in messaging services. TynTec works with a wide range of mobile operators and major global businesses including O2, T-Mobile, Accenture, British Airways and Google. For our offices in Munich, London and Singapore we are looking for an enthusiastic:

Solution Sales Executive within the wireless telecoms industry

Main Accountabilities

- Manage the whole sales process from first point of contact with potential customers to closing the sale.
- Contact prospects worldwide using remote methods, including telephone, email, online chat, conference calls.
- Sell our high-quality wholesale telecommunication services to a broad range of telecommunications and business customers, from large enterprises to mobile telecommunication operators.
- Manage the client testing process and follow up on progress.
- Perform contract and price negotiations, prepare the contractual documents and close the sale with the clients.
- Assist the Sales Manager to drive sales forward in a competitive market, actively identify customer needs and market trends.
- Analyse competitors and collect market intelligence.

The Sales Executive benefits from working in a dynamic and fast growing company in the mobile telecommunications industry. After the initial in-depth training phase, you will be able to prepare price quotations, deal with general sales administration as well as take responsibility for your own sales success. During the job you will receive further training and coaching to improve your skills and expertise.

This is an exciting opportunity for an enthusiastic and organized individual who would like to be a part of a young, hard-working team.



The ideal candidate should have the following profile:

- Written and verbal fluency in English is essential (German is not required)
- Experience in sales is preferable, but not essential if you have the potential to learn and adapt quickly
- Confident telephone manner and strong interpersonal skills
- Confidence to use technical language (training is provided)
- High degree of self-motivation and the ability to work independently
- Ability to deliver first class work under pressure in a demanding environment with multiple responsibilities
- Broad knowledge and familiarity of the MS Office package
- Excellent organisational and communication skills
- Team player

The package

- A professional, international and exciting environment
- Challenging and diverse projects
- Excellent career development opportunities
- Distinctive team spirit
- A competitive salary

Start of Employment: As soon as possible.

If you are interested in working in an environment where ownership, pragmatism, teamwork and open mindedness are amongst our core values, then we welcome you to explore the opportunities at TynTec. Please send your CV and cover letter to [Sabine Delorme \(delorme@tyntec.biz\)](mailto:delorme@tyntec.biz).

Please include: 'Solution Sales Executive' and the city of which you apply for in the title of your Email.

Contact Details

Sabine Delorme:

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