



## A Career with COPA-DATA

COPA-DATA is an innovation leader in the industrial automation sector. Forward thinking in our solutions, open-minded, active worldwide. As a dynamic, successful corporation, we are continually growing and expanding our team. We're looking to fill the position of:

# Internal Sales (f/m/d)

## International Sales - COPA-DATA Headquarters

### Key Responsibilities:

You are supporting the expansion and further development of the sales organization by cooperating within our team. The focus lies in the following tasks:

- ▶ Analysis and coordination of contacts/leads as well as ensuring smooth CRM processes (HubSpot)
- ▶ Supporting (prospective) customers via phone or e-mail
- ▶ Creating and further developing of various templates for our sales processes together with our colleagues in the Marketing team
- ▶ Shaping and structuring of sales processes and tasks together with your international colleagues
- ▶ Close cooperation with colleagues from various teams (international sales, key account management, marketing, industry management)

### Requirements:

- ▶ Completed commercial education (e.g. apprenticeship, economic school or studies)
- ▶ Professional experience in B2B sales and/or B2B marketing
- ▶ Healthy curiosity for designing and optimizing processes
- ▶ Familiar with different communication channels and CRM systems
- ▶ Advantageous: Experience in automation of sales and marketing processes
- ▶ Attitude to work self-guided, customer-centered and you have a convincing manner
- ▶ Striving for teamwork and communication at eye level
- ▶ Very good English level; language skills in German and others are an advantage

### What you can expect:

You work in a family-owned company with over 35 years' experience in the software development industry. Flexible working hours and partly home-office allow you the optimum possibility to combine work and free time. A friendly workplace and a high level of appreciation ensure a productive environment. Flat hierarchies allow for short decision-making routes.



Besuche uns:



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You are part of an internationally oriented team that is responsible for the managing and further development of COPA-DATA's global sales network. Internal communication is strengthened through regular team events. In-house training courses provide you with the required knowledge about zenon. In addition, there is the opportunity for extensive further learning on current topics and an own company pension scheme.

Are you interested in providing an essential contribution to our success? Then contact Martin Binder now at [jobs@copadata.com](mailto:jobs@copadata.com).

The minimum classification for this position is ST1/entry level according to the IT collective agreement. The final gross salary is in line with the market and is based on your education, qualifications and experience.



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