

OneVision Software AG is an international software manufacturer of solutions for the automation of production processes in the printing and publishing industry. For almost 30 years, our automation software has helped more than 3,000 customers worldwide to achieve greater profitability. Our team includes colleagues in Germany, USA, Great Britain, France, Brazil, Singapore and India.

For the next possible date OneVision Software AG's US subsidiary, OneVision, Inc., is looking for a highly motivated reinforcement for our team at the location in **Woburn, MA** in full time as

SENIOR SALES MANAGER US/CAN



JOB DESCRIPTION

- Generating and qualifying leads in close cooperation with Marketing
- Understanding the prospect's situation (strategically, technically & financially) and evaluate the sales potential
- Responsible for customer acquisition: converting leads to customers, with the support of the Solutions Consulting team
- Using a consultative approach with both, team members and prospects/customers
- Managing and monitoring sales activities and developing sales strategies
- Closely working with Marketing, Inside Sales and Solution Consulting



WHAT YOU EXPERIENCE

- The chance to link theoretical knowledge and professional practice
- Cooperative responsibility, that positively influences daily business
- A pleasant working atmosphere with a concise communication and decision lines
- An open-minded and motivated team with professional and supportive colleagues
- OneVision is an Equal Opportunity Employer. Compensation is commensurate with experience. OneVision provides a competitive compensation and benefits package, including: 401(k), Major Medical, and Dental.



QUALIFICATIONS

- Strong communication skills incl. presenting in front of customers, prospects and partners
- Strong organizational skills with the ability to multi-task multiple on-going projects including account management
- At least 5 years of hands-on, customer facing experience with a strong software affinity
- Must be available to travel both domestically and sporadically abroad to customers/prospects and affiliated companies of OneVision
- The ideal candidate should have a strong background in a print production environment and/or having been responsible for selling software and workflow solutions in the printing industry (wide format, label, commercial, book print)

Can you identify with one or more of the above areas?

Then we look forward to receiving your application by email to recruiting@onevision.com www.onevision.com/career