



At DTS Cloud Security, an integral part of the DTS Group, we are at the forefront of innovation in cyber security, managed services and technologies. With our two high-tech data centers and our own security software, we offer customized hybrid solutions to our clients. Enjoy working in one of our 14 locations, with flat hierarchies and an open-door culture. Our diverse and international team of over 450 employees work in a flexible, friendly, and collaborative environment. Discover exciting opportunities with us, where your ideas are valued and your journey is our priority. Be a part of our mission to innovate and secure the digital future.

Sales Specialist – German Market (m/f/d)

Location: Athens

Time: Immediately

Type of employment: Full-time, permanent contract

Your Tasks

As a Sales Specialist – German Market (m/f/d), you will become an integral part of our sales team and support our Account Managers in the German market. You can choose one of our three areas (Cyber Security, Cloud or Managed Services) to study in-depth and become an expert so you can align your specialist sales activities accordingly. The following activities are within your area of responsibility:

- Precise analysis of customer requirements, preparation and management of offers & orders as well as processing of tenders.
- Active support of our account managers and development of cooperations with existing customers.
- Close collaboration with our technical specialists to offer our customers the best possible service.
- Upselling and cross-selling of our products and services.

Your Profile

- Sales talent with practical experience in B2B sales.
- Good prior knowledge in the IT environment with a focus on Cyber Security, Cloud or Managed Services is an advantage.
- Strong communication skills with a customer-oriented mindset.
- Willingness to learn and self-motivation with an enthusiasm for the most modern IT topics.
- Structured and independent way of working with great presentation skills.
- Very good written and spoken German and English skills complete your profile.



Our Offer

- 30 days of vacation (regardless of the length of service)
- Private health insurance for our employees and their dependents (spouse/children)
- In-depth, comprehensive training (approx. 1-3 months) in Germany at our expenses included one monthly flight back to Greece during the whole training period
- Go for EAT - Ticket restaurant card
- Modern hybrid way of working, characterized by flexible working arrangements
- Team-oriented working environment and a broad variety of tasks in an international and diverse team, based on trust and transparency
- Continuous opportunity for personal and professional development and learning
- Personal company hardware
- Free snacks and beverages

Become part of our team and bring in your professional knowledge as well as your positive personality traits!

Have we sparked your interest? If so, we look forward to receiving your detailed application, stating your desired (gross) salary and the earliest possible starting date.

Do you have any further questions about your career at DTS? Please give us a call!

[Apply now!](#)

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