



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.

## Technical PreSales Consultant (m/f/d)

**Location:** Athens or Thessaloniki

**Time:** Immediately

**Type of employment:** Full-time, permanent contract

### Your Tasks

As a Technical PreSales Consultant (m/f/d) you will specialize in our own security product solutions and support our customers in an advisory capacity. The following activities fall within your area of responsibility:

- You will support our sales team throughout the entire customer process - from the inquiry to the product presentation, consulting, testing to the conclusion of the sale and the technical implementation on site
- You will constantly analyze and evaluate the feasibility of customer requirements in relation to our products
- You will also identify problems and advise our customers on the optimal use of our solutions
- You will work closely with our technical colleagues to ensure the continuous improvement and further development of our products and services
- You will always be in constant contact with other technical and sales departments.
- Depending on your interests, we also offer you the big stage and you act as a speaker at workshops and events.

### Your Know-how

- Professional experience in technical project management and/or sales of IT services that require explanation.
- Good knowledge of using technologies from the Linux, Microsoft, public cloud or storage environment.
- Responsible and service-oriented action with good problem-solving skills.
- Ability to inspire our customers with ease for our technical solutions and services.
- Very good knowledge of spoken and written German and English.



### **Your Personality**

- Excellent communication skills, also across teams
- Open and confident demeanour and presentation skills
- Proactive, service and solution-oriented mindset
- Independent and reliable way of working
- Enjoy continuous learning

### **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!\*\*](#)

### **DTS CLOUD SECURITY MonEPE**

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