

Who we are:

We're an established software company based in the NOI TechPark, South Tyrol, Bolzano, Italy. We develop Web-GIS and mobile applications to manage geospatial data and provide innovative tools for the smart cities of the future.

Your Tasks:

We are looking for a Solution Sales Specialist. The figure will be in charge of carrying out pre-sales, negotiation and closing sales activities with a view of achieving the company objectives. The sales process in R3GIS is represented by a proposal of software solutions for asset management, for private companies and local governments.

Your Primary Roles:

- Carry out prospecting activities;
- Gathering requirements through analysis meetings;
- Presenting R3GIS and the proposed solutions to the company's various interlocutors;
- Draw up the economic offer and any other supporting documents;
- Negotiate the economic part of the project with the client;
- Establish structured contacts (network) for generating leads.

Your Education/Experience:

- Excellent Italian written and oral communication skills
- Written and spoken English to a good level
- Determination and commitment to acquiring a good degree of autonomy in carrying out their tasks, orienting themselves towards the strategic directions and results set by the company.
- Several years of experience in dealing with public administrations and public companies in the IT Market
- She/he is gifted with precision in the correct and timely performance of routine tasks.
- She/he has a good faculty of synthesis, focusing on key contents in the analysis of situations and processes.
- She/he is available for frequent travel within Italy and occasionally abroad.
- Good English speaking skills

What Will Make You Stand Out:

- Written and spoken German to a good level
- Good communication and relationship building skills
- Curious, adaptable personality who enjoys a dynamic and constantly evolving environment
- Team working and problem solving
- Analytical skills and aptitude for innovation
- Knowledge or experience in environmental fields

What We Offer:

- Work in a young, positive, multilingual and multicultural team of experienced professionals
- Smart working environment with flexible work time
- Opportunities to shape a growing company and participate to its success
- Opportunity to develop your strengths with us
- Participation in innovative projects on topics related to climate change and environment