

Start a Career in Sales (m/f/d) – with a Sea View

(902)

📍 Standort: Porto 📄 Anstellungsart(en): Vollzeit 📄 Arbeitszeit: 39 Stunden pro Woche 📅
Beschäftigungsbeginn: ab sofort

We are an established familyrun business with the ambitious goal of casting the concept of personnel services in a positive light. Drawing on our team's years of experience, we know that the face of personnel services needs to change. We provide a comprehensive, all-inclusive service handling everything from the initial screening and interview process to your actual start date.

For our client, a global company specializing in **software and IT solutions sector**, we are seeking full-time **employees** based near **Porto, (Portugal)**:

Entry-level | Graduates | Young Professionals | Sales | B2B Sales | SaaS | Software Sales | Customer Success | DACH Market | Cross-selling | Outbound Sales | IT-Solutions | Career in Portugal

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Your Responsibilities

- Managing and further developing existing B2B customer relationships
- Conducting 80–90% outbound calls to proactively engage customers in the DACH region
- Exclusively managing existing customers with a focus on retention and growth
- Identifying and realizing cross-selling opportunities within the software and SaaS portfolio
- Independently conducting sales and consultative discussions via phone, e-Mail, and digital channels
- Preparing and following up on proposals and assisting with contract renewals
- Building long-term customer relationships and providing advice on digital software solutions
- Collaborating closely with Customer Success, Support, and other internal departments
- Documenting sales activities in the CRM system

Your Profile

- Successfully completed degree, preferably in communications, sales, marketing, business, IT, or related fields
- Entry-level candidates, recent graduates, and those with initial professional experience, internships, or experience as working students are explicitly encouraged to apply
- Enthusiasm for digital products, cloud solutions, and modern technologies
- Strong communication and negotiation skills
- Customer-oriented, independent, and goal-oriented working style
- Proficiency in using CRM systems and digital communication tools
- Business-fluent German and English skills (written and spoken)
- Additional foreign language skills are an asset

What We Offer

- **Attractive compensation package of up to €59,400 per year, comprising a base salary (60%) and performance-based variable pay (40%)**
- **Structured onboarding process at the headquarters in Germany, including an employee apartment and full coverage of expenses**
- **Modern, sunlit office in a prime location in Porto**
- **Work within a small, international team with short decision-making paths**
- **Direct placement – Permanent employment**

We look forward to receiving your application.

Eric Hiller - Niederlassungsleiter München

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Abteilung(en): IT/EDV

[Impressum](#)

