



Incorporated earlier in 2020, IoT Inspector develops a solution that enables manufacturers, service providers and those responsible for cyber security to automatically examine the firmware of IoT devices for vulnerabilities and conformance deviations. To grow our team we are looking for an

## Inside Sales Manager (m/f/d)

**Location: Bad Homburg // fulltime**

### RESPONSIBILITIES:

- Identify, qualify and close new business opportunities
- Increase revenue streams in existing accounts
- Forecast, track and measure sales activities and bookings using our CRM
- Engage clients and channel partners and provide validation of the business impact of IoT Inspector
- Support sales managers in developing account strategies for all prospects

### REQUIREMENTS:

- 2+ years of sales or sales management experience within IT (preferably within IT security)
- Confident and determined personality who wants to work in an early stage, fast-paced security company
- Basic understanding of cyber security and IoT combined with a very high technical aptitude and a passionate interest in technology and software
- Good communication skills (written and verbal) in German and English – additional languages beneficial
- Experience with MS Office suite and a CRM solution

### BENEFITS:

We are building a fantastic work environment, where culture is key and having fun is a crucial part of the workday. Working from home is also supported.

With ambitious growth plans, a culture of continuous learning, and innovation, IoT Inspector provides a fast track for talent.

### APPLY NOW

If you think you are the right person for the job, please do not hesitate to apply.

Please send your email resume to [jobs@iot-inspector.com](mailto:jobs@iot-inspector.com). Your contact person is Christine Teichert, BA.

For further information, please contact us under +43 1 890 30 430.