

External Support → Call Aspera Global

Todo: - Review Compliance
- Request Reports

Check inventory and data
→ use tool!



Aspera USU

Aspera is a highly specialized provider of solutions for software license management and is the number 1 choice for Fortune Global 500 companies. We have been working in this exciting field for more than 17 years with our experienced teams in Aachen, Cologne, Marburg, and Boston, USA. In order to further extend our growing international business, we want to **strengthen our sales teams in the UK and Aachen** with a dedicated:

International Sales Specialist (m/f)

Based in the UK/ Working from home

Your activities will include:

- Customer acquisition
- Creating and maintaining a Sales Pipeline/Forecast
- Monitoring and attending to already qualified leads during the complete sales cycle
- Presenting to prospects on location, participating in industry events
- Creating offers, attending to customer requests
- Planning and implementing marketing measures in co-operation with the Marketing Department
- Helping to develop our products - providing feedback on possible product enhancements
- Support of Pre-Sales consultancy and in Proof of Concepts or Pilot Implementations

Your qualifications:

- Bachelor's degree in International Business and Sales (or similar)
- You possess an excellent understanding of software licence management, SAP particularly
- You have a minimum of 2 years of experience in similar roles, preferably with working knowledge in SAP area
- You speak English natively, further languages welcome
- You have strong verbal and written communication skills and a sales-driven personality
- You have excellent listening skills and you are creative and solution oriented
- You are passionate, enthusiastic, and able to work in a team environment
- You are energized and you have a strong desire to achieve top results with a charismatic, positive "can-do" attitude
- High customer-orientation and business acumen
- You are willing to travel

We offer:

- An international team and the chance to develop yourself amongst like-minded people
- Flexibility: Work from home or in the office (most likely UK based)
- Growth: The chance to take on responsibility and make an impact on the company
- Intensive training in the subject of license management

Have we sparked your interest? Then we look forward to your complete application documents, which you can email to us in German or English at [bewerbung\(at\)aspera.com](mailto:bewerbung(at)aspera.com). Ramona Krohn is available if you have any questions; please call +49 241-963-3659. The job reference is AC-SAL-19.