



## Sales Executive, Meerbusch or Frankfurt (DE)

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Collenda is a leading specialist provider of software and services for credit and receivables management. Our first-class applications and our commitment to professional and technical excellence set us apart. Bringing together the former businesses of ABIT (Germany), Eurosystems and Cwize (Netherlands), Collenda is a growing European company of over 200 people. We are proud of our reputation, built over 30 years, as a customer-oriented service provider. Today, more than 700 clients including banks and financial service providers, medium sized enterprises, utilities, and public-law institutions rely on Collenda.

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## Will you become our new Sales Executive (m/f/d)?

### What does the role involve?

In this position you will further map the market, build up and strengthen your relationship network and take care of the realization of targets. Tapping into new business is your most important challenge. You report to the Head of Sales.

### What are your Key Responsibilities?

- Drawing up an annual account plan in order to be able to systematically process the customer and achieve the set annual target;
- actively approaching prospects;
- identifying and analysing market developments;
- compiling and offering quotations to accounts;
- coordinating commercial activities and carrying out these activities;
- giving presentations to clients/prospects.

### What do we ask from you?

- FH or Uni working and thinking level (commercial direction);
- english: fluent both spoken and in writing;
- knowledge of sales techniques and methods;
- knowledge of collections, credit, and receivables management processes;
- knowledge of presentation techniques;
- relevant experience in a sales function of ICT (related) products, preferably in the sector concerned;
- team player;
- resistance to stress.

### What do we offer you?

- A positive and informal working atmosphere, short lines of communication and motivated colleagues
- Excellent terms of employment such as:
  - Market-conform salary
  - Training & development possibilities



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- 30 vacation days
- Company car

#### **Do you choose for Collenda?**

Choosing Collenda means working for a market leader in customer-centric and highly integrated credit and receivables solutions. Collenda offers the industry's most innovative, customized value propositions around front-to-back credit processes for the digital age. We have a large customer base across Europe varying from Banks, Insurers and Corporates to Public sector. Using the latest technology, Collenda Solutions are flexible, easy to deploy and can integrate with any system and scales across many languages.

Collenda is developing itself constantly. With a group of enthusiastic employees in Germany and the Netherlands, we value a positive and informal working atmosphere with sufficient room for personal development. We feel it is important that you can perform at your optimum, in a healthy and professional environment. To achieve this we offer excellent office facilities, maintain short lines of communication and focus on both individual and team development to maximize potential.

For detailed information about this job, please contact Erik Koch (Head of Sales), telephone +31 6 229 04 784.

#### **Enthusiastic?**

In that case, please respond via [career@collenda.com](mailto:career@collenda.com). Want to read more about working at Collenda? Then take a look at [www.collenda.com](http://www.collenda.com).

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