



Executive Sales Manager

nextway®

SHAPE THE FUTURE OF ENTERPRISE SOFTWARE IN GERMANY

HAMBURG | GERMANY

Making good business run better

With a suit of ECM systems and business process automation solutions, Nextway offers rock solid software replacing processes that involve paper, pdf's, spreadsheets, and emails. In other words, making good business run better.

Huge market potential calls for the right focus

Nextway Software is in an ambitious growth phase backed by a clear strategy and strong targets. A position that offers a wide playing field within the strategic framework to make measurable impact and shape business outcomes for clients.

You will spearhead the new bizz sales of Nextway's ECM solutions to targeted customers, primarily in Germany, but also across the DACH region. Your focus will be on expanding sales in selected industries where documentation processes are complex, business-critical, and ripe for digital transformation.

Additionally, you are responsible for managing important, large existing accounts in Germany.

Reporting to the CEO you will become part of an international sales management team, and your key tasks cover

- Develop and execute sales strategies for the German market and selected DACH accounts.
- Identify and engage new prospects while expanding business relations with existing customer range.
- Conduct needs assessments and present tailored ECM solutions.
- Ensure a smooth and effective sales process through collaboration with colleagues in professional service and customer success.
- Engage with peers in the international sales management team to ensure effective execution of Nextway's growth strategy.

Your place of work is the Nextway office in central Hamburg. There will be travelling connected to the job, both in Germany and internationally.

Your experience matters – so does your mindset

What matters most is your ability to manage complex B2B sales and navigate the German business landscape.

We welcome candidates from diverse professional backgrounds. A degree combined with experience in ERP, enterprise software, or digital transformation is ideal. You know what it takes, and you thrive in long and complex sales cycles, where strategic thinking and persistence are key.

Your personality fits the need for a structured approach, business understanding, the ability to ask for help, and the commercial instinct to close deals.

As you will be working with international businesses and in an international set-up, it is important that you seek an opportunity in a value-based company with a very collaborative company culture.

In return, there will be plenty of opportunities to influence the role, and to make a distinct footprint in the market.

Fluent German and English are required.

Join us and grow with us!

This is a career opportunity, where you become part of a professional and international business environment, where you will be working with unique, certified products and solutions, and you will have interactions with many different, international enterprises and industries.

You will become part of a positive and respectful work environment, and you will work closely with colleagues from different locations and cultures. There will be plenty of opportunities to grow both professionally and personally.

We offer a high degree of flexibility, influence, and of course a competitive salary package.

Interested? For more information, please visit www.nextway.software or contact Nancy Lohmann at PeopleLink. We will conduct interviews on an ongoing basis, so please do not hesitate to send us your application. Click 'apply' to upload your CV, and you will be hearing from us shortly. We look forward to hearing from you!

APPLY



READ MORE ABOUT NEXTWAY

Unified + Ease + Smart + Respectful + Ambitious

These 5 values tell a lot about Nextway and the way the business operates, internally as well as externally.

A suit of inhouse Enterprise Content Management (ECM) systems and business process automation solutions, developed and matured into rock solid software is 'making good business run better' at their customers.

Founded in Denmark in 1986, Nextway has grown to become one international software company with a team of 60+ employees based in Germany, Switzerland, Finland, Norway and Denmark, servicing over 3,000 companies in more than 86 countries.

In 2024 Nextway Software welcomed Main Capital Partners as new majority shareholder. The business focus over the coming years is to grow the company through a combination of organic growth and a selective buy-and-build strategy.

Check www.nextway.software for further information.