



DAVID
s y s t e m s

Do you want to take part in the digital transformation of the media industry? Are you interested in promoting professional software and services that enable our radio and media clients to be highly successful? To strengthen our **Customer eXperience Group (CXG)** at our **Munich headquarters** or at our **Berlin location** we are looking for a

Presales Lead Solution Architect (m/f)

As a trusted business advisor to our key customers, the **Presales Lead Solution Architect** builds and fosters long-term relationships as a customer advocate while owning, driving and leading the presales team activities. The position is your next step towards a senior leadership presales or sales career. You will work close together with C-Level executives and the sales team. You own customer satisfaction to gain their confidence for successful subscription renewals, expansions and recurrent business

Your tasks:

- Build and develop long-term, trusted multi-level customer relationships while ensuring high-quality customer experience
- Identify and foster retention business opportunities while providing constantly proactive value adds to our customers
- Owning and driving the presales pipeline, lead the presales team activities and close opportunities together with sales
- Support outgoing sales activities with product and solution presentations, demos, training and technical concepts
- Collect customer's requirements and drive product portfolio integration capabilities with the DAVID Product Management Team
- Steer and manage customer projects during their full life-cycle, taking time, budget and quality into consideration

Your profile:

- Proven sales or presales success record
- Customer-oriented attitude
- Self-motivated, responsive to internal and customer requirements and ability to work well in teams.
- Eager to drive and deliver on your own leadership career
- Excellent IT know-how
- Ability to write, communicate and conduct presentations in English and German
- Work experience as a Consultant or Solutions Manager in a software or media company would be beneficial
- Video and/or Audio know-how and a passion for Radio would be a plus

You will join a highly motivated team in a dynamic company with flat hierarchies, flexible working hours and exciting projects with well-known clients. We are located in the heart of Munich at a modern business location well connected to public transportation. If you are looking for a personal challenge in the growing international field of digital media please send your application with salary expectations and potential start date to Rosemarie Mohr: join@davidsystems.com