



NOVOMATIC

OUR LOCATION

NOVOMATIC AG
Wiener Straße 158
Gumpoldskirchen



Sales Manager (w/m/x)

For immediate placement we are looking for a **full-time Sales Manager** for our location in **Gumpoldskirchen, Austria**.

The mission of the **Direct Sales** division is to drive growth by increasing distribution, sales and our customer base across international markets and B2B accounts by providing world class NOVOMATIC gaming equipment, systems and services to our customers worldwide.

Do you want to work with an effective and innovative Team in dynamic market environments across the globe?

Our Direct Sales team is looking forward to walking the path with you!

YOUR TASKS

- You will **manage end-to-end customer interactions** in selected global markets, serving as the primary contact
- You will **think “out of the box”** on how to generate value and drive sales, both directly, or through our global & regional partners
- You will **be achieving sales budget / quota and strategic account targets** and develop accurate forecasts in fast-moving market environments
- You will **build, maintain, and evaluate partner relationships** with distributors and agents, ensuring effective execution of pertinent agreements
- You will **create and update relevant market overviews**, staying informed on legal, regulatory, and marketing developments
- You will **oversee the full sales process**, from gathering customer requirements and product configuration to collaboration with sales engineering and technical teams
- You will **work within the Direct Sales team on projects** such as offers, process improvements or marketing activities providing your first hand customer knowledge and market experience

YOUR PROFILE

- At least 3 years of work experience as a sales or account manager in the gaming industry
- A sales driven personality and goal achiever with attention to details that matter to your customers as well as a proactive, independent, and solution-oriented approach to work
- Excellent interpersonal and communication skills in English with German being an asset and additional languages are a plus
- Flexibility and willingness to travel internationally
- Hands-on experience with CRM systems

OUR OFFER

- Working with one of the top global players from a dynamic industry in an international environment
- Flexible working hours (flextime) and partial remote work
- Family team spirit and regular team events
- Needs-based training and professional development
- Excellent subsidized staff canteen (which offers vegetarian and vegan options)
- Various perks and company discounts
- Good public transport connections and a parking lot for employees
- A salary for this position starting from € 65,000 gross per year. However, the actual salary per year is negotiable depending on your qualifications and experience



You can find more information here



ABOUT

The NOVOMATIC AG Group is one of the largest Austrian technology companies, privately owned and

headquartered south of Vienna. With a focus on steady and controlled growth, NOVOMATIC is one of the market leaders in the global gaming industry.



APPLY HERE



If you are interested in sharing your professional experience with a dynamic and successful international company that promotes a family atmosphere, please apply by providing your online application via our application form. You want to know more about **career options** at NOVOMATIC? Visit www.novomatic.com/careers. NOVOMATIC pursues a non-discriminatory employment policy and values equal opportunities, as well as diversity. NOVOMATIC strives for an increase in the proportion of women in technical and managerial positions.