

# SENIOR SALES MANAGER

**xtreme** is an award-winning high-performance e-procurement platform operating throughout Europe. Be part of the **xtreme** sales team taking **xtreme** e-procurement from strength to strength. As senior sales manager you'll get **xtreme** results with a remuneration package to match. You'll deal with some of the most prestigious companies in Europe covering everything from banking and distribution to pharmaceuticals.

**xtreme** develops private online marketplaces for large European companies enabling them to access their suppliers, customise electronic catalogues and perform electronic transactions. Due to our further international expansion we are currently looking for a

## **SENIOR SALES MANAGER/INTERNATIONAL ACCOUNTS**

If you are very ambitious and motivated, then you could join this rapidly expanding business that develops sales with some of the biggest corporate names around the globe. You will be reporting directly to the CEO and you will have exceptional communication skills. You'll think strategically and help to generate new sales growth with all of our top accounts in Europe. You'll have a proven sales track record within IT solutions and be able to deliver them to the top management level.

We are looking for candidates with:

- › proven track in sales and experience in e-procurement solutions
- › ability to sell consultatively at board level
- › highly professional presentation skills
- › ability to articulate customer needs and provide solutions with the **xtreme** platform
- › self-motivation
- › ability to work under pressure
- › ability to cold-call
- › good negotiation skills
- › excellent knowledge of Excel, Word and PowerPoint
- › fluency in German and English

This position will be based in Berlin, with lots of international travel. For further information, please look at our website [www.xtreme.com](http://www.xtreme.com)

If this excellent career opportunity is for you, please send your detailed CV to:  
Flavio Haarkes, **xtreme** Deutschland AG, Bürgermeister Schmidt Str. 13,  
10965 Berlin. Telephone: +49 (0)30 12344566 or e-mail [flavio.haarkes@xtreme.com](mailto:flavio.haarkes@xtreme.com)



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Bürgermeister Schmidt Strasse 13  
10965 Berlin

24 February 2012

Re: Advert in the FAZ for the position of Senior Sales Manager

Dear Mr Haarkes

A few days ago your advert for a Senior Sales Manager caught my attention and I would like to show you how my previous experience with one of your competitors could make a significant contribution to your company.

At present I am employed as Regional Sales Manager with Habiken Technologies in Duisburg. I'm responsible for looking after Habiken's accounts in Eastern Europe including Croatia, Hungary, Poland and the Czech Republic. This has been a new market for Habiken's e-procurement solutions and I was instrumental in researching, securing and developing these accounts. As a result, this sector has been Habiken's main growth area for the second year running.

I'm used to working in a very pressurised environment and I thrive on the buzz of working in a busy sales and marketing department. If I am successful in my application for this position I am confident I will be able to produce excellent results for xtreme e-procurement in the future. I would also like to point out that I am happy to relocate to Berlin.

I will contact you to arrange a meeting. If you have any questions in the meantime, please do not hesitate to call.

Yours sincerely



Klaus Palmers