

CAREER OPPORTUNITIES



Barracuda Networks, Inc. offers industry-leading solutions designed to solve mainstream IT problems – efficiently and cost effectively – while maintaining a level of customer support and satisfaction second to none. Our products span three distinct markets, including:

Content Security | Networking and Application Delivery | Data Storage, Protection and Disaster Recovery.

Our award-winning portfolio includes more than a dozen purpose-built solutions that support literally every aspect of the network – providing organizations of all sizes with true end-to-end protection that can be deployed in hardware, virtual, cloud and mixed form factors.

INSIDE TERRITORY MANAGER (M/F)

LOCATION: Innsbruck

Role Overview

The Barracuda Inside Sales Team is expanding the team to add an additional Inside Territory manager. We are seeking talented, motivated sales performers who thrive in quick sales cycle environment; this fast paced role is focused on growing our SMB customer base through expansion and acquisition net-new customers. You must be comfortable hunting for new business in addition to fielding, qualifying and closing inbound inquiries from multiple sources. You need to be able to create and manage an opportunity pipeline by and in addition to making high volume of calls per day. Supported by our Lead Development team, you will balance receiving qualified opportunities to drive through the sales cycle with hunting for cross sell and upsell opportunities in your existing customer base.

- Close a high volume of sales and achieve monthly quotas within an assigned territory.
- Must be able to run a quick sales cycle with thorough pipeline management and detailed opportunity information in Salesforce.com.
- Field, qualify and close inbound inquiries from multiple sources; route larger solution opportunities to the field sales team for further development.
- Ability to build pipeline through individual prospecting and cross-selling efforts into our customer base.
- Understand customer needs, requirements and drive solution value.
- Comprehend and perform effective online product demonstrations for the entire Barracuda Networks Portfolio.
- Partner with field sales counterpart and channel managers to build pipeline and grow the assigned territory.
- Prepare and provide accurate forecasts to management on a weekly basis.

Requirements

- 2+ years of relevant sales experience.
- Fluent German language skills.
- Bachelor's degree preferred or relevant experience.
- Excellent written/verbal communication skills.
- High energy and positive attitude.
- Understanding of Security & Storage solutions for businesses is a plus.
- Prior sales experience, channel sales experience and being held to metrics are a plus.
- Ability to take initiative, prioritize, and manage time effectively.
- Sales skills include: prospecting, solution demonstration, problem solving, closing and customer management.
- Comfortable working in a fast-paced and fluctuating environment

We offer

- A challenging position in a talented and motivated team
- Your personal development is extremely important to us, which is one of the reasons why we created a whole platform filled with training courses and presentations, which will help you grow on the job and push your career even further
- Responsibility for innovative development projects
- A pleasant and international working environment with various benefits
- As much coffee, tea, fruit, yoghurt as you can handle

Ready for Barracuda? We are looking forward to your [Online Application](#)

The minimum salary is EUR 30.000,00. The actual salary will be determined based on the candidate's qualification and professional experience.

