



Together into the future

IRM is one of the leading providers of specialized software solutions for the simulation and controlling of extensive asset structures. Our core product is the Real Estate-Value Creator (RE-VC)®, which supports our clients in all matters relating to asset, portfolio, risk and financial management as well as company planning and investment management. The users are investment companies, corporations and large portfolio holder in the real estate industry. Our passion is the continuous development of the most realistic possible cause and effect relationships to simulate future developments. We are proud of the trust placed in us by our customers for many years, who make their decisions and justify their actions on the basis of the analyzes, stress tests or the scenario comparisons.

With a mature product, renowned national and international customers and a future-oriented concept we are on a growth course. Design the future with us as an

## Account Manager (m/f/d)

### Responsibilities / Tasks

- As a sales expert you will take on the role of an important connector between our customers and our company. You will expand our clientele continuously by planning appropriate sales strategies and by launching acquisition processes.
- You are a reliable and competent partner for our existing client base, who knows how to treat and to intensify professional relationships.
- You will pick up current trends and issues in the real estate industry and you will set the right impulses to adjust our software product.

### Your Profile

- You have gained appropriate knowledge in the real estate industry and you bring along profound experience in customer service and business development.
- A distinct customer orientation is in your focus.
- With your open, confident and communicative manner you are convincing in presentations and conferences.
- We appreciate experiences in project management as well as a high IT affinity.
- You love to travel. This will be necessary to give our local and international clientele personal attention or to take part on fairs, congresses and meetings as our representant.
- Very good German skills and good English skills top off your profile.

### We offer

- You will be part of a highly motivated, collegial team and you will work in a pleasant atmosphere.
- You can expect a modern workplace and flat hierarchies.
- We are interested in hearing about your ideas and we'll give you the opportunity to incorporate them in a dynamic environment.
- You will get challenging tasks combined with a high level of responsibility.
- We will support you in aiming your professional goals.
- Variable working-time models and an attractive salary structure form the basis of our cooperation and will give you the opportunity for a good work-life-balance.
- We offer a wellpaid permanent position with a performance-related salary on top.

### Application

If you are interested, please send your complete application documents including your salary expectations and the earliest possible starting date to [job@irm-network.com](mailto:job@irm-network.com).