

Head of Presales (m/f/d)

We are much. Consulting a fast-growing start-up from Munich with a focus on business IT & ERP systems. You seek professionalism but without the usual rigid structures? Great, that is exactly what we are about!

Become a part of much. Consulting.

Our offer

- **Quick career advancement:** You will be set on a fast-track towards partnership
- **Real impact:** With us, nothing is set in stone. You are free to shape company processes and contribute with your own ideas
- **Start-up culture combined with professionalism:** Look forward to short, flexible decision-making paths and lean, orderly processes
- **A motivated, high-performing team:** Work with like-minded professionals who have great expertise and passion for their work
- **Flexible working hours:** We believe in a true work-life balance without the industry-standard 80-hour work weeks
- **Many other benefits:** Annual bonus, fitness center, state-of-the-art equipment - we value our employees and do our best to show it

Your profile

- Min. 5 years of relevant experience in consulting, sales or a related field
- Convincing and open personality to build close customer relationships
- Strong interest in business IT, software and digitalisation
- Very fast comprehension, analytical way of working & high commitment
- Passion for challenging tasks
- English & German-speaking team player

Your tasks

- Establishment and management of a pre-sales team
- Lead clients through the early project phases up to a successful contract conclusion
- Evaluation and company-specific requirement analyses
- Set-up and presentation of customized system demos of our ERP system Odoo
- Analysing and reviewing requests from potential top customers for feasibility

Send your CV or expressive LinkedIn profile to: apply-hps@muchconsulting.de
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