

Your Stage for Impact, Innovation & Growth

You don't just want to sell - you want to **kick off real transformation**?

You love turning ideas into tangible projects - defining them, shaping them, and driving them to success? Then this is your chance to write the next chapter at **SECANDA**.

What You'll Do

Forget rigid sales processes - you get **full freedom** to create solutions that matter. Using our product portfolio as your toolkit, you craft **tailor-made solutions** for our clients and lead them from concept to go-live. You won't just be part of the team - you'll be a **key driver of SECANDA's future**.

Your Mission

- **Dive deep** into customer needs, uncover their real pain points
- **Design smart**, feasible, and impactful solutions
- **Own projects end-to-end** - from the first idea to successful delivery
- **Build** trustful, long-term client **relationships**
- Spot trends, identify **opportunities**, and turn them **into business**

What You Bring

- Several years of experience in **solution sales, IT consulting, or IT services**
- Strong **software background** and solid technical understanding (hardware knowledge is a plus)
- Entrepreneurial mindset - you want to build, not just execute
- Confident, communicative, and charismatic - you enjoy being with customers
- Passion for rethinking things and taking a team to the next level