

A blurred background image showing three people sitting at a long wooden table in a bright, modern office environment. The people are out of focus, but their presence suggests a collaborative work setting.

Sales Manager

RailNetEurope (RNE) is an association of European Infrastructure Managers (IMs) and Allocation Bodies (ABs) with the common goal of facilitating international traffic on the European rail infrastructure and increasing the efficiency of the IMs'/ABs' processes. RNE's Joint Office (JO) is located in Vienna with approximately 70 employees from many different European countries.

Detailed information can be found on RNE's website: www.rne.eu

Your duties / responsibilities

- Manage RNE customer relations throughout their full lifecycle (in cooperation with IT experts, legal experts and accountants), including
 - Customer acquisition, pre-sales exchanges and onboarding of new customers,
 - Preparation of customer contracts, managing the e-signature workflow,
 - Identify possibilities for upselling and cross-selling,
 - Monitor customer invoice statuses (paid/unpaid) and follow up where needed,
 - Ensure the CRM system is consistently up-to-date, accurate, and structured.
- Maintain and update the RNE IT Service Catalogue with accurate service descriptions and structures.
- Contribute to the planning and coordination of marketing campaigns and promotional activities.
- Manage the RNE Charging information system (in cooperation with IT experts).
- Define a strategy for addressing Sales relevant aspects of the draft Regulation on Rail Infrastructure Capacity (Network Coordinator tasks and IM's Sales activities).

Your qualifications & skills

- Good knowledge of the railway sector; Familiarity with – the sales business processes, the related documents, tools of the Infrastructure Managers and legal framework are considered a plus
- Strong project management skills with experience in leading working groups or project teams
- Very good English language skills
- Good MS Office skills (Excel, PowerPoint, Word) and quick learner of other systems
- Friendly character and ability to work well in an international team environment
- Resourceful, proactive, problem-solving attitude, self-organised, resilient
- Readiness to occasionally go on business trips

What we offer

- The annual gross minimum wage for this position according to the Austrian Act on Equal treatment is € 60.000, - (full time – 40h/week), with willingness to negotiate overpayments in line with the market, depending on experience and qualifications.
- Up to 50% home office to maintain a good balance between work and leisure time
- A brand new modern and fully accessible office
- A friendly and cooperative team with interesting projects
- Individual development opportunities in an international company

Your benefits



up to 50% home office



modern working environment



Flexitime



working in a sustainable industry

Are you interested in the position?

We are looking forward to receiving your CV together with a letter of motivation (including possible starting date and salary expectations) and please kindly note that we will only accept applications via [this link](#).

We kindly ask you to take note that RNE cannot cover applicants' travel expenses for interviewing processes. *Please find our GDPR note here : [GDPR note](#)*