

Sales Representative (B2B) (m/f/d) - Freelancer from Kazakhstan

As we expand across Central Asia, we are looking for a highly motivated Sales Representative in Kazakhstan to accelerate our growth in the B2B sector and lead our project-based sales initiatives. As Sales Representative, your primary goal is to generate measurable sales results by expanding our presence in the B2B market. You will be responsible for winning new business customers and developing high-value projects.

What we offer:

- Competitive performance-based compensation under a B2B contract
- Full flexibility to work remotely from your home office
- The opportunity to represent a globally recognized technology brand
- Access to continuous product training and professional development
- A collaborative, international sales environment focused on growth

Your professional and personal requirements:

- Proven experience in B2B sales, ideally in IT hardware, software, or systems integration
- Strong background in solution-based and project-oriented sales
- Familiarity with partner ecosystems, distribution channels, and enterprise procurement processes
- Results-driven with a track record of meeting or exceeding sales quotas
- Excellent communication and presentation skills in Kazakh and Russian; English proficiency is a strong asset
- Self-starter with the ability to manage a remote workload and travel when necessary

Your area of responsibility:

- Identify, qualify, and close B2B sales opportunities with mid-size and enterprise customers across verticals (finance, government, education, etc.)
- Drive project-based sales by understanding customer needs and offering tailored Synology solutions (NAS, surveillance, backup, networking)
- Cooperate with resellers, VARs, and system integrators to scale sales through the channels
- Own the end-to-end sales process, from lead generation to negotiation and deal closure
- Collaborate with technical and marketing teams to support pre-sales activities and solution positioning
- Monitor industry trends and competitor activity to proactively identify new opportunities
- Report on sales pipeline, forecasts, and KPIs with a focus on achieving and exceeding targets

As the market leader in the field of NAS servers, routers and video surveillance, Synology GmbH has been inspiring millions of customers worldwide with innovative and versatile IT solutions since 2011.

We live the passion for IT and a hands-on mentality. By taking care of markets in Central and Eastern Europe, we combine 14 nationalities in a international and dynamic team in the Düsseldorf subsidiary – become part of it and apply today!

[Apply Now](#)

Contact

Igor Cejkovský

Sales & Marketing Director CEE

Synology GmbH
Grafenberger Allee 295
40237 Düsseldorf
Germany

Tel.: 0211 - 9666 96 27
www.synology.com

