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| **Job** **announcement**  |
| **Company** | InfoSoft Systems Doo Skopje |
| **Department** | Sales |
| **Title** | Executive sales manager |
| **Introduction:**An excellent opportunity for a Executive Slaes Manager in a System Integration area to join a regional market leader Company.We are seeking an exceptional enterprise sales professional, with experience in selling complex multi-product portfolio solutions. It is a senior member position of our sales department with goal and strategy setting duties. This position represents a tremendous career and financial opportunity for the right individual who commits to becoming a key player in growing an ambitious company.You will be in charge of the company’s sales strategies and mange the sales of the company’s products and services within an assigned market segment. Ensures consistent, profitable growth in sales revenues through positive planning and deployment. |
| **What You’ll Do** * Establishes and maintains relationships with existing and new clients, developing client relationships.
* Generates, leads in new and existing clients, perform sales activities in a structured way such as Pre Sales, Sales and Post Sales activities.
* Manage client's business requirements and whether the products/services being offered are suitable to the customer needs.
* Performs regular presentations of new technologies to satisfy customers’ needs
* Work closle with services & solution architects team in order to propose the most relevant solution that meets customer expectations
* Negotiates terms and conditions for every agreement in cooperation with legal and finance department
* Performs account management, prepares financial proposals and technical presentations to customers
* Develop sales strategies, to improve market share in all product and services lines.
* Interacts with other members of the sales team and other technical experts
* Prepare forecast for quarterly and yearly sales
* Coordinates sales projects
* Reporting to high management
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| **What You’ll Need To Be Successful*** BS formal education in IT engineering and related areas Computer Engineering, Electronics, Informatics, Economical Informatics;
* 3+ years of work experience in sales and similar job positions;
* Excelent technical knowledge (Hardware and Software) ;
* Strong presentation and negotiation skills;
* Sound judgment and good business sense;
* Problem-solving and analytical skills to interpret sales performance and market trend information;
* Ability to build quickly relationships with clients;
* Good organizational and time management skills;
* Ability to write reports and proposal;s
* Deadline-Oriented
* Skills in coordinating different working groups at once, in presence or through online communication;
* Good team player with excellent interpersonal & communication skills, a good sense of humor is always a plus.
* A strong desire to learn
* Excellent verbal and written communication skill in English Language.
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| **What You Can Expect From Us*** In addition to a competitive base salary, this position provides incentive compensation that rewards the individual based upon assigned objectives. Statutory benefits also provided in accordance with local laws and practice.
* Great opportunity to join a Balkan wide recognized & market leading company - InfoSoft Systems Group is amongst the top systems integrators with more than 29 years of experience;
* Liberal and enriching environment for expiriencing state-of-the-art technologies, by working closely with the industry leading vendors;
* Carrier development and professional challenges
* Excellent work environment
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| Qualified candidates should submit the letter of interest and their CV, to the following email address: hr@infosoftsystems.mk, with „Subject” indication: Project Menager**Only qualified candidates will be called on interview.** **The CV-s must be in English. The closing date for applications is 20.08.2020.**The personal information that you will submit through your application, will be protected and used only for recruiting purposes, according to the legislation for the protection of personal information, the Law on Personal Data Protection ("Official Gazette of the Republic of Macedonia" No. 7/05, 103/08, 124/08, 124/10, 135/2011, 43/2014 and 153/15). |