

IT SERVICES SALES MANAGER/ BUSINESS DEVELOPMENT



We are looking for an ambitious and energetic sales /business development person to help us expand our customer base in Central & Eastern Europe including Polish Market. The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

RESPONSIBILITIES

- Develop and execute growth strategy focused both on extending our customer base, and meeting financial targets
- Conduct research to identify new potential markets and customer needs
- Increase sales of services either through network of partners or by acquiring new logos
- Conduct meetings with prospective clients, attend workshops and/or sales & marketing events
- Be part of the bid-team preparing proposals in response to RFX's
- Negotiate contract terms & conditions
- Build long-term relationships with new and existing customers
- Account Management

REQUIREMENTS

- Proven working experience as a sales manager, sales executive or a relevant role in IT services area
- Proficiency in English
- Market knowledge
- Communication and negotiation skills
- Ability to build rapport
- Time management and planning skills
- Travel (up to 50% of time)

WE OFFER

- Permanent contract with competitive salary
- Quarterly bonus
- Training budget
- Flexible hours

If you are interesting in working for us, please contact us on natalia.zbijowska@soitron.com