

JOB OPPORTUNITY

Looking to join new and growing company in the IT services industry?

Fresh Sales Engineer for Service Provider Company

Our ideal candidate is skilled in starting the conversation, creating qualified opportunities, and carrying those opportunities through to close while providing exceptional customer service before, during, and after the sale.

About the Company

We are a start-up IT Company who is looking for passionate candidate for immediate join of our Sales team. The company will be providing pioneering IT managed services. We Simplify endpoint management, backup, and data protection.

Job Description

- Develop a measurable plan and then execute in order to exceed your quota and expand Company's market share.
- Respond to all assigned incoming leads in a timely fashion and convert to sales.
- Identify potential prospects generated through self-directed research, marketing campaigns and industry events.
- Consistently leverage a consultative selling approach while introducing Company's products and services to key decision makers via emails and meetings.
- Provide product demonstrations.
- Maintain an accurate pipeline of opportunities within records, and files necessary to effectively manage accounts.
- Maintain robust and up-to-date pipeline with accurate revenue forecasting.
- Collaborate with team members to establish strategic sales approach and expanded opportunities.
- Maintain a strong understanding of assigned markets and competitive offerings.
- Report on sales strategies and plans with supervisor as scheduled.

Preferred Candidate

Fresh graduate to 2 years (max.) of sales experience in a software or technology company.

Diploma or Bachelor's degree in Business, Computer Science, or a related field.

English speaker, preferable bilingual (AR & EN)

Resourceful and able to learn new products and processes quickly
Excellent communication skills (written, verbal, presentation and interpersonal)
Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint)
Familiarity with using G Suite by Google Cloud, LinkedIn and LinkedIn Sales
Navigator is a plus
Software-as-a-Service (SaaS) sales experience a plus
Team player who is self-motivated, organized and committed to exceeding sales
objectives

How to Apply

If you feel that you meet above requirements, please share your CV with selhaber@gmail.com. If you have any question, please contact us via WhatsApp on 98729290.