



MOČ INFORMACIJ

Senior Sales Representative for Data Management

We are looking for a Sales Consultant who is experienced in finding solutions and selling them to C-level decision makers.

A maverick self-starter who understands the opportunities of data management and has a creative and proactive way on how to sell innovation, drive deals forward and is motivated by helping customers transform their business.

We are looking for a track record of proven sales success in Enterprise Software and Solutions - preferably in Data Management, namely: Big Data, Database, Analytics, Business Intelligence, Data Warehouse, Professional Services organizations.

Responsibilities:

- Meeting with key stakeholders CIOs, IT execs, LOB execs.
- Creating value for customers and utilizing a solution approach to selling
- Ensuring 100% satisfaction with all customers
- Prioritizing opportunities and applying appropriate resources
- Using sales tools including PipeDrive to track activities
- Meeting activity, pipeline and revenue targets
- CRM follow up
- Cross and up-sell

Qualifications:

- Superb communication and negotiation skills
- Prior successful sales in enterprise software or big data
- Solutions selling experience required
- Technically adept, experienced with enterprise software
- Experience in opportunity creation

Education / Experience:

- Bachelor's degree or equivalent experience
- Minimum of 3+ years' experience in Enterprise Software and Storage Solutions - Big Data, Database, Analytics, Business Intelligence, Data Warehouse, Professional Services organizations.

What we offer:

- Permanent employment with the trial period of three months
- Stimulating work environment
- Cooperating on projects in Slovenia and abroad
- Exposure to leading software solutions
- Personal and professional development
- Work in a young and successful collective

Company:

Excellent domain expertise of CRMT and professional implementation of the best-of-breed analytical data management solutions, corporate performance management, and regulatory reporting, improve the efficiency of our customers' operations.

Send us your CV until the **30. september 2018** to the e-mail address at **zaposlitev@crmt.com**