

JOB DESCRIPTION



SALES REPRESENTATIVE

1. "Get the sale" using various sales methods (door-to-door, cold calling, presentations etc).
2. Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness.
3. Evaluate customers' needs and build productive long lasting relationships.
4. Meet personal and team sales targets.
5. Research accounts and generate or follow through sales leads.
6. Attend meeting, sales events and trainings to keep abreast of the latest developments.
7. Report and provide feedback to management using financial statistical data.
8. Maintain and expand client database within your assigned territory.



REQUIREMENTS

1. Proven sales experience
2. Track record of over-achieving quota.
3. Experience working with SAP system.
4. Familiarity with different sales techniques and pipeline management.
5. Computer use competency.
6. Strong communication, negotiation and interpersonal skills.
7. Self-motivated and driven.
8. BA/BS degree or equivalent.

Years of experience: 3 years



Short professional C.V. are most likely to pass the next selection levels.