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| **Job** **announcement**  |
| **Company** | InfoSoft Systems Doo Skopje |
| **Department** | Sales |
| **Title** | Sales Manager |
| **Introduction:**An excellent opportunity for a Sales Manager to join a successful and challenging market leader Company in the region. We are specialized in system integration, providing technological consultation, implementation and support services to small, medium and large size organizations. By utilizing the newest, state-of-the-art technologies available through our global partners, our vision encompasses four elements which are regarded important keys to our success. To maintain and strengthen our leader position in the market by: Meeting all customer demands with dedication in providing quality service, Attaining vast expertise in new and state-of-the-art technologies, Motivating the success and professional development of our employees, Operating based on our core values and the highest standards of business ethics. |
| **What You’ll Do** * Establish and maintains relationships with existing and new customers,
* Generate, lead in new and existing customers, perform sales activities in a structured way,
* Manage client's business requirements and whether the products/services being offered are suitable to the customer needs,
* In cooperation with the partners perform regular presentations of new technologies to satisfy customers’ needs,
* In coordination with the services & solution architects team, propose the most relevant solution that meets customer expectations,
* Negotiate terms and conditions for every agreement in cooperation with legal and finance department,
* Perform account management, prepare financial proposals and technical presentations to customers,
* Collaborate with the Sales Director/General Manager to develop sales strategies, to improve market share in all product and services lines,
* Meet regular sales targets,
* Prepare accurate forecast for quarterly and yearly sales,
* Coordinate sales projects,
* Prepare reports for the management.
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| **What You’ll Need To Be Successful*** Universisty degree, preferebly in IT
* 1-2 years of work experience in the field in similar job positions
* Strong presentation and negotiation skills
* Technical knowledge (Hardware and Software)
* Sound judgment and good business sense
* Problem-solving and analytical skills to interpret sales performance and market trend information
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| **What You Can Expect From Us*** Competitive base salary, with the possibility of continuous growth and reward 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 30 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: Sales Manager**Only qualified candidates will be called on interview.** **The CV-s must be in English. The closing date for applications is 14.01.2024.**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). |