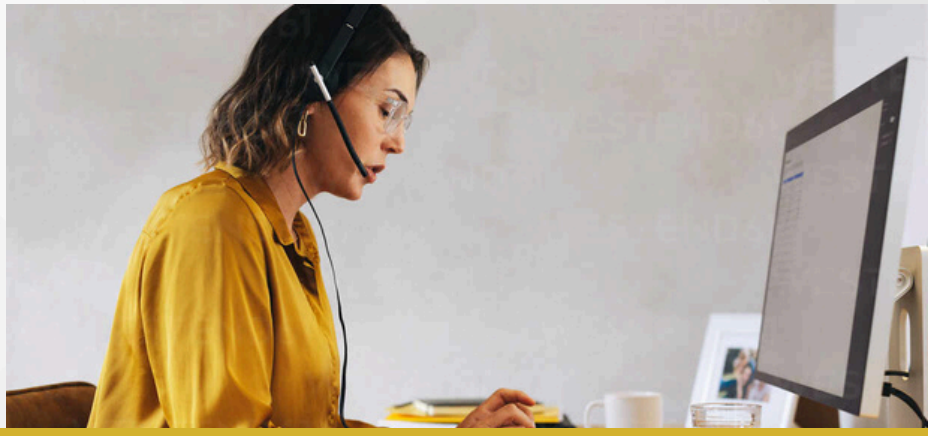
COMPASS
MANAGEMENT INTERNATIONAL

WE ARE HIRING!



SMARTBOARD REPRESENTATIVE

We are looking for motivated, communicative, and ambitious individuals to join our SmartBoard TMS team, working with US-based transportation companies.

Responsibilities:

- Communicate with existing and potential US customers via phone, email, and online meetings.
- Identify customer needs, introduce software solutions, and develop sales opportunities.
- Conduct online software demonstrations and explain product features and benefits.
- Follow up with prospects, manage sales activities, and work toward sales targets.
- Assist customers with software onboarding, training, and ongoing support.
- Maintain accurate customer records and follow-up activities in our CRM system.

Requirements:

- Excellent spoken and written English — required.
- Confidence in speaking with customers over the phone.
- Good organizational skills, attention to detail, and willingness to learn.
- Comfortable working with computers and modern software applications.
- Ability to work independently and as part of a team.
- Previous experience in sales, customer service, or software support is an advantage, but not required.
- Knowledge of Russian or Spanish is a plus.
- Availability to work the second shift (4:00 PM–12:00 AM).

We Offer:

- Full-time employment in a professional, modern office environment.
- Comprehensive paid training — no previous software industry experience required.
- Opportunities for professional development and career advancement.
- Experience working with US-based businesses and modern software technologies.
- Private health insurance.
- Supportive team environment.

If interested, please send your CV in English. Only shortlisted candidates will be contacted.

When submitting your CV or any other document you explicitly consent that we may process your personal data contained therein for the purposes of the recruitment process.