Job Title: Sales Manager

Job Description:

Do you want to be part of a brand new team full of extraordinary experts and take part in starting up our business presence Worldwide? Are you ready to play a key role in JobCTRL®'s life? If so, then we want to talk to you.

As JobCTRL®'s Sales Manager it would be your responsibility to manage the whole sales lifecycle of JobCTRL®. You will work closely with our Software Implementation Specialist/Support Team in order to configure JobCTRL® to meet the clients' business needs. The ideal candidate have a strong background in selling business software applications, can handle multiple client at one time, and enjoys working in an enthusiastic team with a positive attitude.

The job's main aim is to introduce JobCTRL® on the IT and business market.

- Understanding of the JobCTRL® technology, products and services.
- Actively pursue sales opportunities among existing and new clients.
- Create revenue plans, account objectives, plan strategies and coordinate with others to meet the sales targets.
- Timely and accurate forecasting, sound growth in revenues, market share and reputation.
- Develop and maintain personal contact with key clients, inform the Director of Sales of any significant new opportunities.
- General market awareness in order to create "value" propositions.
- Manage all enquiries in a timely manner to satisfy clients' requirements, pass all details of new clients to Sales Administration.
- Produce a weekly report to the Director of Sales detailing scheduled appointments, maintaining accurate sales funnel reports and other documentation.
- Any other ad – hoc duties as required or assigned.

Qualifications:

- Degree qualifications in business related study or equivalent work experience.
- 5 years of experience selling technology and business services.
- Sales experience achieving revenue quotas and active relationship with major companies.
- The ability/willingness to travel.

Preferred Additional Skills:

- Able to obtain appointments with key executives at the target accounts.
- Highly energetic and able to establish lasting relationships in enterprise B2B.
- Able to involve, manage and motivate people.
- Knowledge of Hungarian (speaking and writing) is an advantage.

About this company

JobCTRL® Inc. is an innovative software developer company with offices in Europe and the US. Its flagship product – JobCTRL® – is a highly innovative resource planning and productivity management solution. It has already proved in several business sectors among market leading companies (e.g. Aegon, Telenor, T-Group. etc.) in the EU. Its steadily growing market share proves that JobCTRL® innovatively address real efficiency problems and its patent protected solution can successfully satisfy a real market demand. During the past 12 months a 75% closing ratio has been achieved on new opportunities in the EMEA enterprise segment.

JobCTRL® has committed to international growth and is looking forward to building recognizable local presence Worldwide to develop firm positions.