



AXIVAS

Make your day a sales day

The Axivas Group is an international operating and fast-growing company and stands for competent business customer service in sales, service and support with ten international locations.

It requires a lot of tact and experience to establish business contacts, to develop effective sales concepts and marketing strategies to pave the way to success. Companies such as SAP, IBM, Microsoft, ABB place their trust in Axivas.

In addition to attractive working conditions and a state of the art infrastructure, we offer you the opportunity to continuous advancement in a dynamic and innovative company.



Axivas employs over 600 employees' world wide and continues to expand. With immediate effect, for our office in Barcelona we are we are looking for several

DEMAND MANAGEMENT AGENT - Native speakers French

Our offer:

- ▶ You will find a dynamic, international company with a high standard quality service portfolio.
- ▶ After the familiarization phase and continuous trainings you will have the opportunity to take on a versatile and responsible job.
- ▶ A positive working environment with a strong team spirit and flat hierarchies.

PURPOSE AND OBJECTIVES

Primary responsibility of the Demand Management Agent is to extend market coverage in each segment for Sales by supporting the Local and global marketing campaigns by executing both outbound and inbound tele services via phone/email/chat, to produce Leads/opportunities to support the Sales Pipeline.

The Demand Management Agent will be an extended member of the market unit they have been hired by Axivas to represent and will be expected to be able to provide support in a number of service areas, to the highest standards.

EXPECTATIONS AND TASKS

Campaign execution and lead management:

- ▶ Hunting through cold/warm calling to generate Leads according to campaign schedule and work-lists provided.
- ▶ Execute effective prospecting efforts to maximize coverage of defined accounts
- ▶ Generate, qualify, nurture and handover leads and opportunities by developing and driving effective calling and selling strategies that are based on valid, customer-specific value propositions.
- ▶ Pass qualified leads to Inside Sales after proper need analysis
- ▶ Build and maintain a good working relationship with sales and marketing contacts in order to amass knowledge to enable you to do the job of demand generation more effectively.
- ▶ Regularly review of lead pipeline and progression. Proactively give qualitative and quantitative feedback to Marketing on campaigns.
- ▶ Prospects recruitment through event invitation and survey follow up

Data entry in CRM or related systems:

- ▶ Document all campaign and lead management related activities using the adequate systems correctly.
- ▶ Update and maintain according to standard procedures to ensure sales and marketing have the most up to date information as and when required.

Training and enablement:

- ▶ Participate in activities to enhance lead generation skills.
- ▶ Complete training programs and certification according to the requirements of the job.
- ▶ Work closely together with Sales Executives and Local marketing Managers.



REQUIREMENTS

EDUCATION AND QUALIFICATIONS/SKILLS AND COMPETENCIES

The focus of this position is working with and through others, building and maintaining relationships, and working closely and accurately within established guidelines. There is a need for an effective communicator, a motivated hunter with a strong sales profile. There will be many different people to meet and work with. The person in this position must be professional, motivated and target oriented, with good sales and communication skills. A faster-than-average pace will be the norm for this position. As time is usually a factor, the work must be done on time, as well as correctly. In general, this is a position where guidelines, structure, and established policies must be followed fairly closely, while working with and for others.

Skills:

- ▶ Excellent verbal and written communication skills in target language
- ▶ At least 2 years Business experience preferably B2B
- ▶ Experience in the management and execution of inbound/outbound activities
- ▶ Proven sales drive
- ▶ Strong customer focus and interpersonal skills to serve as a trusted advisor
- ▶ Good IT/ preferably business software knowledge and understanding of SAP solutions
- ▶ Capacity to listen actively in order to identify prioritized customer needs
- ▶ Understanding of business challenges facing a defined industry and line of business
- ▶ Ability to articulate the SAP value proposition clearly in a defined industry and line of business context
- ▶ Ability to work independently with a strong drive for results
- ▶ Strong facility with teamwork and an ability to learn and adapt quickly
- ▶ Excellent verbal and written communication skills in target language (native speakers French)
- ▶ Good Business English

We look forward to meeting you!

If we have captured your interest please send your complete application papers including your salary expectations and earliest possible starting date, preferably per E-Mail, to: bewerbung@axivas.com