



AXIVAS

MAKE YOUR DAY
A SALES DAY
JOIN THE TEAM

DEMAND MANAGEMENT AGENT (m/f) NATIVE SPEAKERS NORWEGIAN

YOUR TASKS

- ▶ 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
- ▶ 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.

YOUR QUALIFICATIONS

- ▶ 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 Norwegian (native speaker level)
- ▶ Good Business English
- ▶ Strong facility with teamwork and an ability to learn and adapt quickly
- ▶ Excellent verbal and written communication skills in French (native speaker level)
- ▶ Good Business English

OUR OFFER

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

A positive working environment with a strong spirit, great colleagues, flat hierarchies and short decision-making routes.

After the initial on the job training phase and continuous trainings, you will have the opportunity to take on a versatile and responsible job position.

If we have awakened your interest and you are open to new professional challenges, we would be delighted to receive an informative application from you.

Axivas Deutschland GmbH | Shared Service Center | Carl-Benz-Str. 9-11, 68723 Schwetzingen
Phone +49 6202 927 2000 | mail bewerbung@axivas.com | www.axivas.com/karriere