

## Make your day a sales day

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

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 Warsaw we are looking for several:

## Sales Representative (f/m)

### 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 chance to work for one of the leaders from IT industry and opportunity to enhance knowledge about the most innovative solutions,
- ▶ A positive working environment with a strong team spirit and flat hierarchies.



## Scope of responsibilities

- ▶ Hunting through cold/warm calling to generate new sales opportunities for our clients worldwide according to campaign schedule and partner/client-lists provided,
- ▶ Generate, qualify, nurture and handover leads and opportunities by developing and driving effective calling and selling strategies that are based on valid, customer-specific information,
- ▶ Permanent data base verification, update and control in designated system containing business information about clients,
- ▶ Event recruitment and follow-up activities including pre-webinar (invitations) as well as post-webinar (sales) calling,
- ▶ Ensuring commercial objectives are met - achieving individual call volume, appointment setting or lead targets on a daily, weekly and monthly basis,
- ▶ Promoting the customers' products added values.

## Your Qualifications

The role will suit somebody who is ambitious and wants to work in a genuine, fun, challenging and successful international organization.

- ▶ Excellent verbal and written communication skills in one of the following languages: (Polish, German, English, French, Czech, Slovak, Hungarian, Dutch, Swedish, Finnish, Norwegian),
- ▶ Knowledge of sales methods and experience in customer service (preferably business-to-business telesales),
- ▶ Very good IT, preferably business software knowledge and understanding of newest solutions,
- ▶ Be results driven with a positive "can do" attitude and proactive approach to work,
- ▶ Good problem solving, negotiation and sales skills, with the ability to listen actively in order to identify prioritized customer needs,
- ▶ Capability of dealing with customer sales enquiries in a friendly, responsive and efficient manner,
- ▶ Ability to work independently as well as in a team with a strong drive for sales results,
- ▶ Very good computer skills and readiness to learn.

**Do you feel like a perfect candidate for this position?**

**We look forward to meeting you!**

Please send your detailed application papers stating your salary expectations and earliest possible starting date, preferably per E-Mail, to: [rekrutacja@axivas.com](mailto:rekrutacja@axivas.com).