



AXIVAS



**MAKE YOUR DAY
A SALES DAY
JOIN THE TEAM**

SALES REPRESENTATIVE (m/f)

YOUR SCOPE OF DUTIES

- ▶ 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

- ▶ 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.

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.

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.