



AXIVAS



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

Digital Demand Nurture Agent (m/f/d)

YOUR TASKS

- ▶ Using Social Media Tools to approach new customers and to ensure a continuous relationship with existing customers
- ▶ 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 Local 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
- ▶ Document all campaign and lead management related activities using the adequate systems correctly
- ▶ Keep an ongoing dialogue with Enterprise customers to take it to the next stage

EDUCATION AND EXPERIENCE

- ▶ University degree in business administration or similar
- ▶ Understanding business software, preferably worked at a software company
- ▶ Experienced with talking to C-level at small and medium business on the phone
- ▶ Sales skills, understand companies' pain and needs, business value identification. Identify opportunities with existing customers and prospects
- ▶ Strong work ethic that delivers high quality results and ability to work in a dynamic, fast paced sales organization
- ▶ Maintain CRM system and contribute to your account team's forecasting
- ▶ Digital skills - knowledgeable in LinkedIn/InMail, understanding the customer experience and buying cycle online
- ▶ Key in this role is to understand how to utilize every digital tool available to generate leads and accelerate opportunities to the next level
- ▶ Results-oriented problem solving skills and can do/make it happen attitude
- ▶ Fluent in Swedish and English. Other Nordic language is a plus
- ▶ Join an always growing company with all of exciting opportunities.

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.

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