



Vacancy summary

IT Sales Manager

GE01438847

Georgia



Education : Bachelor, Bachelor of Professional

Experience : 1 year - 3 years

Industry : Commercial / Sales

Position : Employee

Mobility : International

Contract : Long term

Availability : Full Time

Languages

English : Fluent

Vacancy details

With offices in the US, the UAE, Dubai, Georgia and Lithuania Gurtam is a global GPS tracking / fleet intelligence software company that serves a rapidly growing global market for personal, asset and vehicle tracking. We are well known around the world for our platform Wialon, which currently has 3.2 mln. devices connected across the globe.

Responsibilities and Duties:

- Business development to new Gurtam partners: negotiations with potential customers, their needs identification, presentation of company products with a further conversion into existing partners.
- Potentially ability to work with existing partners (accounting) after probation period: negotiations via phone, e-mail and on in-person meetings.
- Constant maintenance and expansion of clients' database by using our CRM.

Qualifications and Skills:

- Business development/ sales experience of at least 2 years in IT/ tech products/ services.
- At least 1-year experience of working with existing customers in IT/ tech products/ services (accounting/ key accounting).
- Excellent business correspondence skills.
- Supreme skills in tough negotiations and experience in face-to-face negotiations in general.
- Multitasking skills - ability to switch focus easily within a high number of incoming tasks.
- High productivity level and high speed in general - it is important for us how many unique letters you can write per day and how many phone calls/ meetings you can handle at no quality loss.
- Outstanding supreme time management skills - ability to set priorities, plan your day based on incoming requests, possible force majeure, tasks from the Team Lead, and your personal work goals.
- Fast learner - we provide you with an extensive training program during your probation period, and with a plethora of training opportunities after that.

English level: Proficiency.

Preferential experience /Nice-to-haves:

- Experience in any telematics/ security-related sphere would be a plus.
- Russian is a plus yet only for internal communication).
- Previous experience of presenting former company products/ services on an expo is a plus.
- Skills of making presentations on stage would give you an advantage.

We offer:

- Work in an international company where yet each person matters and where work in a satellite office does not leave you with an isolation feeling.
- Ability to influence your income by reaching your personal business development targets; career opportunities later on.
- Result-driven, friendly, and supportive team - we do an amazing job and are good friends after work.
- Selling a product of excellent quality - you know what you sell, why you sell it, how this product makes our world a better place, and you are not ashamed of what you do.
- A lot of interesting, versatile tasks which make every day unique - this is not the ordinary business development job that will get boring in a year.

- Training on company products, processes on a daily basis as we are equally responsible for your success as you are.

Contacts
