



Aylo d.o.o

Sales Executive (m/f)

We are a rapidly growing tech startup looking for a Sales Executive, to join us at our headquarters in Bosnia, Sarajevo.

Our primary goal is to fulfill our purpose of solving hard problems in technology together with exceptional people.

Responsibilities:

- Prospect relentlessly to build pipeline and build strong personal relationships with prospects
- Create reliable forecasts and be completely transparent with management on the pipeline status
- Close new business consistently at or above quota level
- Obsess over customer success and stay with accounts after sale to ensure they're loving our products.
- Invest in colleagues and give coaching and advice when you see an opportunity for improvement
- Work to develop and circulate the set of best practices that will be the foundation of this team
- Listen to the needs of the market and share insights with product and marketing teams
- Be proactive about solving problems even if it's outside of your area and be ready to take on additional initiatives and responsibilities as they emerge
- Seek out opportunities to be a leader and do everything you can to help the company achieve its larger objectives

Qualifications:

- Sales experience a plus (1-3 years)
- BA/BS degree
- Can easily thrive working in a fast-paced, start-up-type environment.
- Detail-oriented, organized and a good team player.
- Bias towards finding solutions vs. shutting down ideas.

Other Requirements:

- Able to produce top notch product presentation
- Able to present the product to the potential customers
- Able to define the product pricing and discount strategy
- Experience with selling SaaS and custom build web solutions.
- Knowledge of software contract terms and conditions with the ability to create fair transactions
- Strong negotiation and accurate forecasting skills
- Demonstrated ability to find, manage and close high-level business in an evangelist sales environment
- Ability to manage a large number of prospect situations simultaneously while positioning company products against direct and indirect competitors
- Willingness to travel

- Possess B category car license.

We offer:

- Fantastic working environment!
- Excellent company to work for with plenty of room to develop and grow!
- Excellent primary and secondary conditions!

Lokacija: Sarajevo

Datum objave: 19. Apr 2016.

Datum isteka: 19. May 2016.