

Senior ERP Sales Executive

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Company: INTERNET SOLUTIONS

Location: Cairo

Category: other-general

JobDescription

Software Sales Account is responsible for achieving sales targets, building a new business, and managing software accounts (**EcommerceSolutions**).

Sells products by establishing contact and developing relationships with prospects; recommending solutions.

Ensuring maximum prospecting potential customers, as well as the achievement of target revenue. In this position, As a Sales Executive, your role is a critical and integral part of the sales organization. Cold Calling Potential Customers, Visiting Potential Customers, Following-up Customers queries, Demonstrating our e-commerce solution, Preparing Proposals, Negotiations, Closing, Farming future potentials with some customers.

Maintains relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

Identifies product improvements or new products by remaining current on industry trends, market activities, and competitors.

Prepares reports by collecting, analyzing, and summarizing information.

Maintains quality service by establishing and enforcing organization standards.

Maintains professional and technical products knowledge.

Contributes to team effort by accomplishing related results as needed.

Attending initial sales meetings and meeting the client

Determining a client's business requirements and whether the products being considered are suitable

Decide whether the software needs adapting to meet the client's needs

Answering any technical questions the client might have

Presenting findings to a technical team to act on, and then to the client

Job Requirements

B.Sc. in Accounting

Minimum 3 Years Experience in software companies

Experience working **ERP Systems**

Excellent pre-sale technical skills

Males only

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