



Ваш надійний помічник

# IT Sales Manager

📍 Харків,

Рубрики: [IT, WEB фахівці](#), [Реклама, маркетинг, PR](#)

## Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	від двох років
Графік роботи:	повний робочий день

## Опис вакансії

Devart is looking for an IT Sales Manager with experience in a similar position for at least a year.

### Responsibilities:

- Work with incoming requests from different channels
- Calls, correspondence, chats with potential customers
- Prepare commercial offers, organize product demo`s for customers
- Work with corporate clients, resellers
- Overcoming customer objections, building relationships
- Negotiate and make deals with customers
- Up-selling and cross-selling for existing customers
- Participate in thematic Events in Ukraine and abroad
- Self-motivation and results oriented
- Keep the workflow at CRM

### Requirements:

- Proficiency in spoken and written English (not lower than upper-intermediate)
- Experience in IT-sales (business correspondence, negotiations, knowledge of sales techniques, dealing with objections)
- Timely implementation of the sales plan and other tasks
- Ability to work with large volumes of information

### Would be a plus:

- Basic knowledge of Internet Marketing (SMM, SEO, PR)
- Experience in web-marketing tools (Google Analytics, etc.)
- Experience in commercial copywriting (selling texts), managing newsletters
- Basic knowledge of databases

Please send your CV to [job@devart.com.ua](mailto:job@devart.com.ua)

Do not forget to specify the vacancy name and the desired wage.

## Контактна інформація

Контактна особа: Марія