



Ваш надійний помічник

B2B Sales, Networking Specialist, 25000 грн. + %

📍 Харків,

Компанія: PROBOX LLC

Рубрики: [ІТ, WEB фахівці](#), [Торгівля, продажі, закупівлі](#), [Інші пропозиції](#)

Побажання до співробітника

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|----------------|---------------------|
| Освіта: | не має значення |
| Досвід роботи: | від року |
| Графік роботи: | повний робочий день |

Опис вакансії

POSITION:

B2B Sales & Networking Specialist

DEPARTMENT:

Sales & BE (Sales & Business Excellence)

COMPANY PROFILE:

Overview:

PROBOX LLC is an Information Technology solutions provider that endeavors to provide growing organizations with solutions that meet the unique needs of companies ranging from small, medium and large corporations. PROBOX helps companies improve the efficiency and effectiveness of their operations, acquire agility in adapting to market pressures, win closer relationships with customers, and achieve sustained growth for their stakeholders. We take pride in having a client-centric service framework.

PROBOX has office in Ukraine. Built upon the strength and excellence of its people, process, product and technology, our robust and diverse technical competencies enable us to work with leading corporations, delivering quality of work and high return of investment.

Our breadth and depth revolves on the following practice areas: Application Programming Interface (API), Python, iOS Development, 3D Design, Django, Unity, Java EE, Android App Development, JavaScript, Java, Java Servlet API, Design, Game Development, Android Room Persistence, QA & Testing, Mobile Development, Web etc.

Our values

A client-oriented approach

At PROBOX we always strive to exceed our clients' expectations.

People

PROBOX embodies its power in excellent people. We search for the best people and continuously take advantage of opportunities to enrich and develop the knowledge and experience of our staff.

Integrity

We require integrity and a conscientious approach from all of our developers. We also demonstrate this through clear agreements with our clients and contractors that are both transparent and flexible.

Professionalism

By continuously investing in knowledge and experience sharing, we ensure the steady growth of professionalism in our colleagues.

FOR EMPLOYEE:

Develops and expands a portfolio of corporate clients by networking and marketing

Assesses client IT needs and makes recommendations, including IT equipment and service packages

Prepares sales visits and presentations to pitch product, service, and combination packages to clients

Demonstrates IT equipment to highlight product benefits

Negotiates sales, package discounts, and long-term contracts with clients

Provides technical advice after sales

Establishes sales goals and implements a plan to meet those goals

Tracks progress toward goals and documents sales performance

Becomes fluent in all products and services offered by the employer through testing, demonstrations, and research

Answers questions, describes benefits, and discusses pros and cons of various competing products or services

Gains familiarity with the IT industry, and stays updated on trends and innovative products

Creates marketing literature and web-based features to promote products and time-sensitive sales

Attends trade exhibitions and industry events to learn about cutting-edge products and sales

Works for technology manufacturers, software manufacturers, IT consultancies, and technology solutions organization

FROM EMPLOYER:

Contracted: Full-time work (not freelance, not working part-time, any employment option);

Flexible schedule (you can easily combine work with a private life);

A well-organized office;

Fair wages and bonuses (% KPI);

Benefits package (external trainings, seminars and workshops, corporate events etc.);

Excellent opportunities for professional growth and development.

English Classes

EMPLOYER DETAILS:

Kindly forward you CV to hr@probox.llc

Probox LLC

Kharkiv, Ukraine

D +38...55

M +38...92

W <https://probox.llc>

Контактна інформація

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| Телефон: | +38 (068) 795-74-55 +38 (063) 738-45-92 |
| Контактна особа: | OleksandrMatala |
| Сайт: | https://probox.llc |
| Адреса: | 61001, Харківська обл., місто Харків, Основ'янський район, МАЙДАН ЗАХИСНИКІВ УКРАЇНИ, будинок 7/8, |