



Ваш надійний помічник

IT sales manager

📍 Вінниця,

Компанія: Open Tag LLC

Рубрики: [IT, WEB фахівці](#), [Торгівля, продажі](#), [закупівлі](#)

Побажання до співробітника

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

Опис вакансії

A software development company that specialize in online stores development. The company is headquartered in New York with offices in Miami and Vinnytsia. We are looking for experienced IT Sales Manager.

This is a full time and fully remote position from any city of Ukraine.

Responsibilities:

- Work effectively with other members of the Sales Team to ensure the quality of Sales Process
- Achieving and Exceeding sales goals
- Setting individual sales targets
- Understanding our ideal customers and how they relate to our products
- Lead generation and negotiation with prospect customers
- Researching the market and competitors. Building the sales strategy

Requirements:

- Proven record of at least **1 year of previous successful experience in Sales/Leadgeneration/Business development** in IT
- Professional knowledge of English language (both spoken and written)
- Sales attitude. Determination, and willingness to earn more by acquiring new deals and new customers
- Technical literacy and willingness to learn about technology. Technical background is a plus
- Intelligent, well-read, cultured, with analytical type of thinking and positive attitude
- Interested in learning cultural differences, history and mentality of your clients
- Internet friendliness, mastering social media and other platforms for achieving sales goal
- Experience with CRM, marketing and automation tools, and other technology to improve Productivity and Effectiveness
- Ambition to lead a sales department
- Demonstrate high level of integrity, initiative, honesty and leadership

What do we offer:

- Work in a friendly environment
- Work with remarkable teams from around the world
- Minimal hierarchy and direct communication with co-founders
- Lighthearted, inspiring and open company culture
- Competitive salary
- Fun corporate events.

Контактна інформація

Контактна особа: ЮліяКолядко