



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