



Ваш надійний помічник

B2B Sales manager

📍 Київ, 🕒 24
січня

Компанія: [Clarity Ukraine](https://jobs.ua/company/id/1637516) (<https://jobs.ua/company/id/1637516>) ([Всі вакансії](#))

Рубрики: [IT, WEB фахівці](#)

Побажання до співробітника

| | |
|----------------|---------------------|
| Освіта: | повна вища |
| Досвід роботи: | обов'язковий |
| Графік роботи: | повний робочий день |

Опис вакансії

B2B Sales Manager at Clarity Ukraine

At Clarity Ukraine, we're a passionate team of experts transforming businesses daily. We do this by implementing the powerful Microsoft Dynamics 365 Business Central ERP system. Our expertise helps clients automate processes, boost efficiency, and achieve their ambitious goals.

Are you a B2B sales rockstar looking for a challenge? Do you thrive in a dynamic environment and want to influence the growth of companies directly? If you're a results-oriented individual who enjoys building relationships, then we want to hear from you!

What We Offer:

- Guaranteed base salary with a bonus system directly tied to your success.
- Work remotely with the option to attend in-person meetings and team events (when needed and pre-agreed).
- Be part of a dynamic environment where you can influence outcomes and grow alongside the company.
- Work on diverse projects, participate in market expansion efforts and stay ahead of the curve with the latest ERP technologies.
- We value each team member's contribution, and you'll have a tangible impact on results.

What You'll Bring:

- 2+ Years of B2B Sales Experience (experience in the IT field, ERP, CRM, or Microsoft products is a plus).
- Fluent in English (B2+) to communicate effectively with international clients.
- Demonstrate success in client acquisition and pipeline development.
- Understand how businesses function to identify solutions with ERP systems.
- Negotiate confidently with all levels, from operational staff to top management.
- Collaborate effectively with internal experts to support the sales process (e.g., system demos).

Your Key Responsibilities:

- Actively sell Microsoft Dynamics 365 Business Central implementation services and licenses across various industries.
- Stay on top of market trends and understand the competitive landscape.
- Build and maintain strong partnerships with key clients and partners.
- Proactively find and engage clients through various channels to build a robust pipeline.
- Conduct in-person negotiations and foster long-term client relationships.
- Craft compelling commercial proposals that win deals.
- Stay updated on emerging ERP technologies and Microsoft trends.
- Participate in events and communities to expand your network of potential clients.

Why Choose Clarity Ukraine?

- We're an official Microsoft Solution Partner, guaranteeing high professional standards.
- As residents of Diia.City and members of esteemed organizations, we collaborate with leading companies and embrace best practices.
- We offer a dynamic environment where your initiative is valued, and your ambitions are supported.
- Gain access to top practices and learning opportunities within the Microsoft ecosystem.
- Join a forward-thinking company that's shaping the future of business.

Ready to take your career to the next level? Send your CV to welcome.to@clarity-team.com now. We're looking for you to join our team!

Контактна інформація

Телефон: +38 (044) 333-70-50

Контактна особа: ClarityUkraine

Сайт: <https://clarity-team.com>