



Ваш надійний помічник

Enterprise sales manager, 30000 грн. + %

📍 Київ, 🕒 8 грудня

Компанія: [Sempico Solutions Group LTD](https://jobs.ua/company/id/1636902) (https://jobs.ua/company/id/1636902) ([Bci вакансії](#))

Рубрики: [Торгівля, продажі, закупівлі](#), [Офісний персонал](#)

Побажання до співробітника

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

Опис вакансії

Sempico Solutions is an innovative international Telecommunication player providing customers with different telecom services such as: A2P, P2A SMS services, offering omnichannel communication with end users, as well as proprietary software. We are currently looking for an Enterprise sales manager.

We offer:

- Opportunity to work remotely.
- Convenient work schedule: Monday to Friday, from 9:00 to 06:00 (with a 1-hour lunch break).
- Competitive salary with a fixed base and performance-based bonuses.
- Step-by-step onboarding and training process.
- Internship and training at the company's expense.
- Career development opportunities.
- Collaboration with global international brands and partners.
- Chance to improve your English skills.
- Opportunity to attend international conferences.
- A cohesive and friendly team — everyone you'll work with is responsible, hardworking, progressive, and fun. We value common sense and a good sense of humor. No bureaucracy — we're all on a first-name basis.

Our ideal candidate should have:

- Fluent Ukrainian, and English at B2 Upper Intermediate level or higher (both spoken and written).
- Proven sales skills and results.
- Experience in B2B sales, ideally in SaaS or telecommunications.
- Ability to clearly express thoughts, especially in written communication.
- Responsibility, honesty, and punctuality.
- A strong client needs analysis skills and the ability to select effective technological solutions.
- Sales and negotiation skills with the ability to build long-term business relationships.
- Experience in client communication and persuasion (consulting/sales).
- Proven experience in key account management.
- Structured thinking, high self-organization, attention to detail, excellent communication and teamwork skills.
- Self-motivated and result-oriented.
- Be technically equipped — our work requires being online during working hours regardless of power outages. Reliable internet connection and charged equipment are a must!

Advantages:

- Experience in telecommunications.
- Experience with API products and technical sales.
- Knowledge of CRM, SalesNavigator, experience participating in exhibitions, conferences or pitches.

Responsibilities:

- Continuously search for new clients and manage existing ones, offering additional services.
- Conduct negotiations and presentations for new and current clients.

- Identify, develop, and grow the client portfolio.
- Ensure clear communication and timely responses to client inquiries.
- Actively manage a flow of quality leads and strategically develop relationships with prospects.
- Maintain relationships with current clients.
- Implement retention strategies to support and expand key client relationships.
- Use effective negotiation skills and deep product knowledge to close deals successfully.
- Provide insights and feedback from client interactions to improve product and marketing strategies.
- Manage accounts receivable and ensure timely payments from customers.
- Leverage existing networks and social media strategies to promote and sell telecom services.
- Represent the company at specialized exhibitions and on the international stage.
- Build and maintain relationships with large (enterprise-level) clients.
- Prospect new business via email, LinkedIn, Google, professional communities.
- Understand client needs and tailor solutions accordingly.
- Present Sempico's services (SMS/HLR/MNP/API) to potential customers.
- Support clients throughout the onboarding and integration process.
- Work closely with product and support teams to ensure client satisfaction.
- Maintain client data in a CRM.
- Meeting established KPIs is a key requirement for successful performance and demonstrates a strong result-oriented approach.

Контактна інформація

Телефон: +38 (093) 140-50-79

Контактна особа: МаріяЗубець

Сайт: <https://sempico.solutions/>

Адреса: <https://sempico.solutions/>