

Driven and passionate Sales Representative

Job description

For the launch of Lienion in India, we are looking for a dynamic, passionate and a high-energy individual in our sales team.

Lienion refers to 'Lean'. Lean is a methodology that focuses on key processes in an organization and aims to eliminate all waste out of these processes to improve efficiency and quality. And that's exactly why Lienion exists out of different apps. Each app has its own dedicated focus on a specific key process whether it is communication, collaboration, todo & task management, process or time management, ...

As Sales representative you will sell Lienion to SME and large corporates. You will set-up a direct and indirect sales channel of partners and agents that will sell together with you different Lienion apps. To build an indirect sales channel, you will actively search for and recruit partners and agents. You will train, support and lead them in successful selling.

Together with your partners and agents you will initiate sales activities to push the Lienion apps to the market. Lead generation and directly selling will also be part of your daily responsibilities.

Profile of the ideal candidate

The ideal candidate would have:

- 0 to 1 year of successful work experience in the sales of software products and in setting up, maintaining and leading an indirect sales channel (or similar)
- a clear and convinced knowledge of the advantages of an indirect sales channel
- preferably a master degree in economics and business management with a focus on sales
- good computer skills, Microsoft Word, Power Point and Excel
- no 9 to 5 mentality
- an excellent spoken and written knowledge of English
- a go-getter attitude
- no problem to work against challenging targets

The ideal candidate would be:

- internet/ technology savvy
- an independent worker
- an initiative taker
- a hunter
- result driven & "Can Do" attitude
- focused on sales, sales and sales
- excited and passionate by sales results
- an inspiring leader and an excellent communicator
- willing to travel across India



The compensation package

We offer you:

- competitive pay package existing out of a fixed monthly salary and an appealing variable salary based on your sales results
- dynamic and challenging job in an open work environment
- exciting responsibilities
- opportunity to grow with the company
- front seat ride in the roller coaster of selling cutting edge technologies

Job location

Bangalore, (Karnataka, India)

Interested?

Interested in this open position? Please send your resume to want2b@infanion.com

