



## CURRENT CAREER OPPORTUNITIES

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Sales Consultant - Level 1

## SALES CONSULTANT LEVEL 1

If you want to be part of a success story and play a significant role in our company growth, we would like to hear from you.

This role will work closely with Senior Sales Consultants & Marketing to nurture leads and build up a strong database of prospective customers that are in the market to replace or implement an ERP system. There is enormous scope with this role to develop as product knowledge develops and to ultimately own your own territory.

### The role:

- Working with the sales and marketing teams to secure new business
- Carrying out a range of desk bound, telesales and field based activities
- Populating the CRM Leads database with accurate and relevant information
- Developing an understanding of our business offering to qualify potential opportunities
- Work with the sales and marketing teams to execute and follow up on targeted campaigns
- Maintain accurate CRM records
- Prepare accurate and professional proposals for customers and prospects
- Develop a first class knowledge of Intact products
- Assist senior Sales Consultants in product demonstrations
- Attend exhibitions, demonstrations and other networking opportunities

### You will need to:

- Have strong communication skills
- A passion for ERP
- A hunger to be part of a team that is focused on growth and new customers
- Ability to maintain accuracy in record keeping.
- Enjoys using the phone and engaging with people to understand their business needs
- A systematic approach to deal with and manage long term opportunities;
- Maintain professional communication and portray a professional image at all times.
- Ability to work effectively as a member of a small team in a supportive environment.
- Work conscientiously and use own initiative.
- Be responsible for motivating yourself to reach targets / deadlines.
- A positive, can do attitude to your work.