



CURRENT CAREER
OPPORTUNITIES

Sales Consultant

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Position: Sales Consultant – Intact iQ ERP Software

We are recruiting an ERP Sales Consultant to join our growing team.

Base + Commission + Car

The Role

Working within a defined geographic territory you will be responsible for developing and converting a pipeline of new business opportunities within the wholesale, distribution, merchant sector. There are also leads generated by internal Telesales staff, company marketing and the use of a large customer base installed over the last sixteen years.

Working within the SME sector, as part of a team of sales professionals and support personnel to deliver market leading ERP software solutions and services, within the specifically defined market sector of Merchants, Wholesale and Distribution. Previous industry experience is required.

Together with a passion for selling the successful candidate must be able to demonstrate excellent communication, presentation and interpersonal skills, as well as a drive and enthusiasm that reflects the company's ambitious plans for growth.

Responsibilities

- Achieve sales objectives through selling Intact software and service solutions to new customers and also through
- sales of additional services to new customers.
- Identify sales opportunities through direct prospecting, lead follow up, networking and partner relationships.
- Manage sales process through qualification, needs analysis, product demonstration, negotiation and close.
- Work with pre-sales team when technical or product support is required.
- Develop and maintain a high level of knowledge about Intacts products and services.
- Develop and maintain an understanding of the territory, marketplace, competitive offerings and other business
- issues relevant to the position.
- Use effective time and territory management to maximize results.
- Respond to RFPs/RFIs, coordinating and organising input from multiple sources within Intact.
- Document daily sales activities in internal CRM system, prepare accurate reports and forecasts, manage pipeline
- and perform other tasks necessary to drive sales revenue and communicate activities to sales management.

- Be an active team player both on the sales team and throughout Intact to help meet company objectives.
- Provide feedback from field experience to internal teams with regard to product, selling, and competitive matters.

Knowledge and Experience

- Business degree/diploma or an Accounting Qualification or Sales / Marketing qualification
- A minimum of 3 years commercial Sales experience
- Proven track record of achieving targets in a competitive environment
- Strong & broad practical knowledge of Accounting Software
- An advanced level of PC Literacy including MS Office software and networks
- Ability to prepare & present professional grade proposals
- Demonstrated resilience and drive in challenging situations
- Personal Specification
- Excellent communication, interpersonal and presentation skills
- The ability to motivate and discipline yourself to reach monthly KPI's
- Clear ability to manage your time effectively and to creative about how you generate new business
- Full Clean Drivers Licence is essential

Apply now

If you are interested in the position, please Email your CV to: careers@intactsoftware.com