

Sales Development Specialist

If you are looking for a stable company, but active work where the environment is rapidly changing, we want you to join our Sales Team in an office located in Wrocław. We expect you to show your curiosity, courage, experience and your willing to win as an individual as well as team player.

A sales career at Right Information is not for everyone. We work hard, we play hard. We do business instead of focusing on fancy buzz words and actions - you have to be ready to pick up the phone and make a deal.

In **Right Information** we provide software and integrations services, by developing and implementing web, desktop, and mobile tailor-made solutions that help to manage product data and work more efficiently. The general goal is to design and deliver the best software solutions for clients, and increase their efficiency in doing business. We change how organizations work internally and with their clients and users.

CONTACT US:

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Telephone: +48 71 716 50 92

Website: www.rightinformation.com

Location: Wrocław, Poland; Schedule: Full time

Remote: No; Travels: Possible.

A LITTLE BIT ABOUT YOU:

- You have 2+ years' experience in sales.
- You are ready to think differently, and learn a lot.
- You understand software and IT industry.
- You have experience in making phone calls, providing teleconferences and product presentations.
- You are not afraid to pick up the phone.
- You know how to handle objections, position value, and qualify opportunity.
- You have a perfect command of written and spoken English (other is a plus).

YOU WILL BE RESPONSIBLE FOR:

- Maintaining sales pipeline from prospecting to closing deals.
- Providing information about company offer in different channels and markets.
- Conducting teleconferences and remote presentations as well as making phone calls and social selling.
- Preparing general specification of requirements in collaboration with Tech People.
- Meeting quarter and year goals and quotas.

YOU CAN EXPECT:

- High independent work and flexible hours.
- Experienced team and fantastic progress opportunities.
- Deep impact on company growth strategy.
- Comfortable workplace and all needed tools.
- Cutting-edge solutions and services to sell.
- LinkedIn Premium account.
- Competitive salary.
- Excellent bonus plan.

ARE YOU READY FOR THAT?

We are looking for real sales hunter

No matter if you are an experienced sales person or not,
but if you want to deal with enterprises in an international environment,
join our team and be ready to progress very fast.

