



Electromagnetic Design Made Easy

ElectroMagneticWorks Inc

Job Opening: Software Sales Manager

Description

Job Title: Software Sales Manager

Reports To: General Manager

Position Location: Tataouine, Tunisia

Region to be covered: Europe

Language of Communication: ENGLISH

Products: EMS and HFWorks

Position Summary:

The sales manager will be responsible for contacting existing and prospective customers in Europe.

Essential Job Functions/Accountabilities:

- Performs sales activities for new and renewal business in Europe to achieve or exceed assigned revenue objectives
- Contact by phone, email, and other electronic means, prospective customers to determine needs
- Creates and performs sales presentations to match company's products/services with identified needs
- Remains knowledgeable of company's products/services to facilitate sales efforts
- Maintains sales records and prepares sales reports as required
- Maintains regular contact with customers to ensure satisfaction
- Maintains a regular schedule of contact via phone/on-the web
- Alerts client to new or improved products/services
- Develops relationships with clients
- Relays client feedback to management and product development staff

Minimum Requirements/Qualifications:

- Bachelors' degree in Engineering with proven sales experience or Bachelor degree in business, marketing or related fields will be considered.
- Excellent written and oral English communication skills.
- Ability to work in a deadline driven environment with strong emphasis on quarterly quotas.
- Ability to work effectively within the team and with teams situated in various locations.
- Experience with electromagnetic software is an asset.

Salary: A base that depends on qualifications and commission on performance.

Contact: Send your CV with a cover letter to careers@emworks.com. All communications must be in ENGLISH.