



HansaWorld, a global ERP and CRM business software vendor, is seeking to employ a Sales Consultant for our offices in Estonia, Tallinn.

ERP SALES CONSULTANT

Purpose and Scope

Sales Consultant is responsible for sales to new and existing customers, following company's established routines and methodology. Focus areas are sales to medium and large companies direct and in cooperation with our Authorised HansaWorld Business Partners.

Responsibilities

- Have high activity level (calls, meetings, quotations)
- Learn our ERP and CRM product
- Build pipeline
- Drive sales process, from quotation to closing
- Meet sales targets
- Be a point of contact for our Authorised Business Partners, assist them in closing their deals

Organisation Relationships

The Sales Consultant reports directly to the Country Manager.

Requirements

- Higher Education in accounting or business management
- Experience with sales of ERP and CRM systems or any business-consulting services
- Very good computer skills
- Excellent communication skills
- Available to travel in Estonia and abroad
- Willingness to commit to intensive product learning and training in the first few months
- Fluent in Estonian, English and Russian, both verbal and written

Benefits

- Opportunity to travel internationally
- Potential for rapid professional growth
- Work as part of a diverse international team
- Attractive bonus system and competitive salary to start with
- Office located in Tallinn