

Sales Account Executive

Number of Posts: 1

Contract Type: indefinite

Job description:

The Account Executive is responsible for effectively capturing the attention of and presenting the Bluefort value proposition to prospective Enterprise customers and converting the interest into closed contracts. The position requires gaining a thorough understanding of our products and services, our target customers, and competitive alternative technology. This role plays a significant role in achieving bluefort's sales targets and objectives.

Tasks and Responsibilities:

- ✓ Attract and cultivate new Enterprise customers, leading to signed orders.
- ✓ Liaise with the marketing team to create compelling campaigns to increase lead generation.
- ✓ Increase sales by developing innovative strategies.
- ✓ Generate new leads by effectively managing current connections and networking with contacts.
- ✓ Negotiate deals with new customers within set parameters.
- ✓ Develop and present product presentations to potential new accounts.
- ✓ Maintain accurate sales records, reports, and other relevant customer information.
- ✓ Have an intimate understanding of bluefort's products and services. Keep current with the latest industry trends and news.
- ✓ Feedback field knowledge to the marketing and product teams.

Requirements:

Skills, Qualifications & Work Experience

- ✓ Have a strong background in closing new deals
- ✓ Experienced in sales and contract negotiation, especially with deals over €100k
- ✓ Previous role in SaaS sales a plus
- ✓ Be self-driven and have an entrepreneurial mindset
- ✓ Ability to work in a target-driven environment
- ✓ Exceptional interpersonal and communications skills, business judgment and work ethic
- ✓ Intelligent and intellectual curiosity to learn

Training provided: Onboarding training will be provided

Salary: Eur 30.000 - 45000 per year

How will the interviews be held:

Interviews will be held online or in person if abroad.

To apply:

Please send Letter + CV in English by email to eures.recruitment.jobsplus@gov.mt copia a pcpmixto.eures@sepe.es quoting the name of the vacancy **Sales Account executive** and the vacancy reference **404043** in the covering email.

AYUDAS EURES A LA MOVILIDAD LABORAL: Infórmate de las ayudas económicas para acudir a la entrevista, y/o para el posterior traslado al país de destino si resultas contratado. Requisitos y trámites a seguir en:

Planes Específicos de Movilidad de EURES en los que participa España (Targeted Mobility Scheme -

TMS) <https://www.sepe.es/HomeSepe/Personas/encontrar-trabajo/empleo-europa/tu-primer-empleo-eures.html>

Para más información contacta con el/la Consejero/a EURES de tu provincia:

https://www.sepe.es/contenidos/personas/encontrar_empleo/encontrar_empleo_europa/consejeros.html