

## New Business – Solution Sales

### Description

Responsible for all sales activities, from lead generation, sales cycle management and deal closure. **SALES HUNTER MINDSET** and minimum **5 years' experience** with a solid track record of achieving successful sales growth in the IT, communications, transport, telematics or software industry.

### Responsibilities

- Responsible for all sales activities, from lead generation, sales cycle management to deal closure.
- Research and analyse sales options and identify business opportunities
- Reach or exceed monthly sales targets
- Develop and maintain productive business relationships with all prospects, partners and clients

### Responsibilities

#### Experience

- Undergraduate degree in marketing, business administration, technology or similar
- 5-10 years of related sales experience
- 5 years of proven software/technology sales experience essential
- The skill set required is **STRONG** Selling skills in a target driven environment.

### Skills

- Strong communications and influencing skills in order to communicate about software integration and value propositions at all levels
- Thorough understanding of the B2B market.
- Driven and ambitious with real passion for our products and cutting-edge technology
- Ability to work in a fast-paced growing business
- Self-motivated individual with strong business acumen, good time management and task prioritization skills
- Proven ability to work under pressure and deliver results.

### Hiring organization

Headspace Global

### Job Location

Woodmead (Remote)

### Date posted

August 23, 2021