



JOB DESCRIPTION

Job Title: Senior Navision Vertical Sales Consultant

Reporting to: New Business Consultant

Day to day tasks include:

- Creating and managing sales pipeline and meeting revenue targets
- Developing and managing new business sales plan
- Hands on lead generation from cold, and from existing contacts
- Developing and managing targeted marketing activities with our Marketing department

Skills Required:

- Graduate, preferably with MA or Phd.
- 3 - 4+ years of experience in selling Enterprise IT Systems such as ERP, CRM, Business Intelligence, Application Integration solutions or similar solutions into healthcare, pharmaceutical, and life sciences companies. Need to demonstrate industry knowledge in response.
- Proven Solution Selling or consultative sales skills with high levels of documentation
- Efficient written and oral communication skills
- Excellent presentation skills
- Proven over achievement of sales targets
- Self motivated, hard working, sociable, and driven by professional success