

## **ShopOwner POS**

### **Sales Specialist – Job Description**

**Position Overview:** This position requires selling of the company's products and solutions within an assigned geographic area.

#### **Education and Experience:**

- Bachelor's Degree is necessary; MBA would be an advantage.
- 0-2 Years, we look for expertise in a person, than his/her experience. If you believe you have the expertise for the role, go ahead and apply

#### **Qualification:**

- A strong field orientation.
- Ability to provide demos to potential customers
- Very strong technical background.
- Local language knowledge is must.
- Strong oral and written communication skills.
- Strategic thinking and analytical skills.
- Good negotiation skills to achieve desired results/meet customer needs.
- Should have experience working on CRM for internal audits and should have the ability to follow internal processes laid by the organization.

#### **Roles and Responsibilities:**

- The key role of this position is to maintain and grow the business, focus on new business opportunities in assigned territory.
- Must have experience in channel management like appointing, training and supporting them in the assigned territory.
- Developing and executing a sales plan that supports short and long term goals.
- Lead Management - Plan for monthly and update weekly.
- Meeting prospects and understanding requirements.
- Qualifying prospects and Demo on our products and solutions to the clients.
- Proposal preparation, Negotiation and closure. Payment collection.
- Coordinating with Product Delivery team for software installation/training.
- Support Marketing promotion.
- Customer feedback, Competition update and Market update.

#### **Contact Us:**

Send your resume and other relevant information to [careers@datamattic.com](mailto:careers@datamattic.com).