**Sales Consultant| Patras, Greece**

**We are Entersoft** a leading business software and services provider in South East Europe and the Middle East for ambitious enterprises of all sizes and verticals. We offer an integrated business software suite with ERP, CRM, Retail, WMS, Mobile, e-Commerce and e-Invoicing as well as a range of software for Verticals such as Pharma Distribution and Pharmacies, Retail, Real Estate and others.

Our **mission** is to provide constantly innovative and effective full range integrated Enterprise Applications along with high quality services and support to help our customers realize their ambitions. With more than 20 years of experience, thousands of clients in almost all verticals, a competent and highly skilled Channel Partner network and more than 600 employees, we continuously invest in advanced technologies and professional development of our people to ensure maximum efficiency and long-term collaborations.

We are looking for a **Sales** **Consultant** to join the new sales team of Small Business and Partners Channel.

**About the Role:**

* Work as part of a sales team that operates on a targeted account planning
* Identify and generate new sales opportunities
* Follow up calls and meeting arrangements with customers to present solutions and services
* Prepare and monitor business proposals
* Provide forecast, contribute to sales budget and report and maintain data to Entersoft CRM

**Requirement:**

* Bachelor’s degree in business-related field or IT
* Proven track record of knowledge of B2B Sales preferably in technology sector. Between 2-3 years’ experience in Telesales for technology products
* Knowledge of ERP, CRM or similar business software is considered a plus
* Results oriented, positive thinking and passionate
* Excellent verbal and written communication skills in both Greek and English
* Team player and doer

**What we offer:**

For the right talent that want to be part of our innovation-driven environment and high-performance culture, our offering includes:

* Competitive remuneration package
* Company car, laptop, mobile
* Private health insurance plan
* Benefits such as gift cards, meal tickets, personal travelling expenses etc.
* Continuous training opportunities and certifications
* A positive and supportive working environment

**How to apply:**

If you are interested in this career opportunity, then we are eager to get to know you! All applicants will be treated in strict confidence.

To apply for this role please send your CV at [jobs@entersoft.gr](mailto:jobs@entersoft.gr).