

## **Position: Sales Manager**

**OneTech** the leading ERP and CRM provider in Albania providing first class solutions in a wide range of industries like Retail, Distribution, Pharmaceuticals, Manufacturing has an opening for a Sales Manager.

### **Responsibilities**

- Acquire new customers, maintain and develop exciting customers by offering additional services.
- Presents and sells company products and services to current and potential clients.
- Identify sales prospects and follow up on new leads resulting from field activity.
- Provides regular two-way communication between the client and team, to provide strong team representation and set proper client expectations
- Reports on the target achieving and on the outcomes of the sales.
- Reports to the GM, providing regular input on all account activity on a monthly/weekly/daily basis as per request.
- Maintain regular contact with the existing clients who occupy a significant weight in the company revenues budget

### **Qualifications**

- Good interpersonal and communication skills
- Strong understanding of customer and market dynamics and requirements
- Technical competence (understand software, hardware, networks, etc)
- Motivated, goal oriented, persistent and a skilled negotiator
- Excellent written and oral communication skills
- Knowledge of English language
- Experience in Technology, software companies will be an advantage.

### **We Offer**

- Competitive salary and benefits.
- Pleasant working environment.
- Extensive on the job training

Apply by sending your application at [hr@onetech.al](mailto:hr@onetech.al) with subject “Sales Manager”

OneTech shpk

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Web: [www.onetech.al](http://www.onetech.al)

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