

ROLE:

INSIDE SALES - FOCUSED ON THE US MARKET

Comtrade Software is a leading provider of IT infrastructure management solutions specializing in data, system, network and application performance. We bring proven expertise to different industries through solutions for leading infrastructure management platforms, or through our advanced technology that enables vendors and IT professionals to focus on core business deliverables.

We are looking for highly motivated and results-oriented individuals to join our expanding sales team. The ideal candidate for this position is native or near native English speaker with previous sales experience who is willing to work in USA time zone shifts.

If you have a passion for sales and can see yourself working in a fast-paced environment within a technology advanced organization, we would love to hear from you.

WORK HOURS: Full-time (US timing)

COMPENSATION: Basic salary + performance-based bonus

Responsibilities:

- Identifying key contacts and target accounts through prospecting databases
- Developing a market strategy to penetrate key target accounts and channel partners
- Executing on outbound prospecting techniques and qualifying leads at a pace and quality to consistently hit and exceed monthly goals
- Ensuring quality of opportunities to make sure they become forecasted pipeline
- Learning Comtrade's value proposition and customer stories to create intrigue in our prospects and develop solid business conversations
- Developing skills necessary for successful lead generation and demo completion
- Working in a team environment with other Business Development Reps and Sales Executives

The ideal candidate for this job will have:

- Full professional / near native fluency in English
- Strong interpersonal and excellent communication skills
- Bachelor's degree preferred (2017 grads welcome to apply!)
- Experience working in a professional setting
- Ability to perform in a fast-paced and competitive environment
- Results-driven and team-oriented attitude
- Experience in using web applications such as Salesforce.com, RainKing and LinkedIn is an advantage.

We offer you:

- Opportunities for additional professional training and personal development
- Possible performance-based bonus in addition to base salary
- A chance to develop your career in a dynamic environment

**FOR MORE DETAILS,
PLEASE CONTACT OUR HR:**

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Submit your application
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