ONETool Solutions, Inc.

https://www.onetool.ph/job/sales-executive/

IT Sales Executive

Working Hours
9-5

Date posted
March 18, 2024

Description

ONETool Solutions, Inc. is a leading technology company located in the heart of Asia, offering innovative integration and automation solutions to businesses across the region. With a strong focus on digital transformation and IT modernization, we enable companies to streamline their operations and achieve their business goals efficiently.

We are in search for a highly motivated, independent and experienced IT Sales Professional to join our dynamic sales team. As an IT Sales Executive, you will play a critical role in driving our business growth by identifying and securing new business opportunities, building strong relationships with clients, and promoting our solutions and products.

You will work closely with the team and collaborate with technical experts to provide tailored IT solutions that meet clients' needs. This role requires a strong understanding of IT products and services, excellent communication and negotiation skills, and the ability to thrive in a target-driven environment.

Responsibilities

- Identify and evaluate ideal potential clients in the target market segments, not limited to large enterprises and mid-sized businesses.
- Conduct market research and competitor analysis to identify business opportunities.
    - Build a robust sales pipeline through proactive lead generation and qualification.
    - Develop a deep understanding of clients' businesses, industries, and IT needs.
- Develop and execute effective sales strategies to meet and exceed business goals.
    - Deliver compelling sales presentations and product demonstrations to prospects.
    - Prepare and deliver persuasive sales proposals.
- Acquire and establish new clients. Manage the entire sales process, from lead generation to closing deals.
    - Negotiate pricing, terms, and contracts to reach mutually beneficial agreements.
- Build and maintain strong relationships with key decision-makers and stakeholders.
    - Serve as a trusted advisor to clients, offering insights, guidance and expertise.
    - Understand client requirements, pain points, and business objectives.
- Collaborate with cross-functional teams to ensure smooth project implementation and customer success.
    - Work with our technical team to better understand the proposed solution for the client and provide our team all necessary insights for the project.
- Maintain accurate and up-to-date records of sales activities, documents, opportunities, and customer interactions in the CRM system.
    - Provide regular sales reports, forecasts, and pipeline updates to the

sales management team.
    - Analyze sales performance, identify trends, and recommend strategies for improvement.

Qualifications

- Bachelor's degree with working experience in the IT Industry.
- Proven track record of at least 5 years in B2B sales, IT sales or similar role.
- Strong understanding of integration solutions, digital transformation, IT modernization or related IT products, solutions, and services.
- Excellent communication and interpersonal skills, with the ability to build rapport and influence decision-makers.
- Accustomed business writing skills and working knowledge in the following applications:
    - Word
    - Excel
    - PowerPoint
    - Multimedia
- Demonstrated ability to meet and exceed sales targets in a competitive market.
- Self-motivated, fast-learner, driven, and result-oriented mindset.
- Strong negotiation and closing skills.

Job Benefits

- Competitive salary and commission structure.
- Comprehensive health insurance package.
- Opportunities for professional growth and development.
- Collaborative and diverse work environment.
- Chance to work with cutting-edge technology solutions and industry experts.

Contacts

If you think you have what it takes, highly motivated and results-driven sales professional, eager to contribute to the growth of a leading technology company, we invite you to join our team at ONETool Solutions, Inc.

Please feel free to contact our HR department by submitting your documents online or via e-mail to hr@onetool.ph. We will get back to you the soonest!