

SaaS Sales Consultant (m/f)

- Full time; Zagreb office

Imagine you are selling a highly complex and powerful tool that can transform your clients' businesses? Imagine that these clients come from all over the world – and that they are the ones who reach out to you first. We are a team of 70+ enthusiastic and friendly people gathered around one product – **Lemax software** – which is **among the 5 best software solutions** for tourist companies in the world! And we operate in the market of 1,2 billion USD per year. Interested to learn more? Keep on reading.

- Mature SaaS product that solves core business problems for tourist agencies worldwide
- Competing on the world market with top 5 software companies
- A high number of leads -> no need to search for them, no cold calling, just focus on closing the deal!
- Great personal development and career opportunities
- Working in one of the fastest growing industries worldwide – tourism & IT

Who are you?

An optimistic, ambitious and competitive person willing to learn and achieve more with each new day.

Your **education and experience**:

- University degree (Business or Computer Science education background preferable but not mandatory)
- Minimum 4 years of experience (preferably in sales roles)
- History of over-quota achievement in competitive markets
- Experience with delivering presentations and product demonstrations
- History of over-quota achievement in competitive markets
- Excellent written and spoken English language skills

Your **skills and knowledge**:

- Ability to **understand** customer needs and **effectively articulate options and solutions**
- Ability to negotiate deals and make thoughtful business decisions
- Efficient **time management** and organizational skills on a daily basis
- Strong **logical and analytical skills**
- Ability to structure both **verbal & written communication**
- **Self-starter** who takes strong accountability for personal results
- Ability to **influence** customers, teammates and co-workers as well as build relationships

What do we offer?

As part of our company you will:

- **Master the knowledge** of tourism and IT – as two of the fastest growing industries worldwide
- Boost your **professional development** and **expertise** in B2B sales and the SaaS business model
- **Transform businesses** of our clients from all continents by helping them increase their profits by up to 80%
- Compete among the top 5 companies in this industry in a challenging and modern working environment

Your main tasks?

Sales Consultants are responsible for successfully selling the Lemax Software value proposition to inbound leads. Cold calling is dead! By using the inbound marketing strategy, our sales team only talk to prospects who wish to be engaged. Target clients are all around the world.

- Closing new business consistently at or above quota level
- Engaging in all sales process steps with a focus on product presentation, negotiation and sales closing
- Presenting the Lemax software product online
- Communicating with clients during and after the sales process (Skype, phone, e-mail...)
- Actively coordinating and communicating with the project managers and other team members about customers' needs and project delivery
- Working on constant improvements of the sales process

If you want to be a part of our success story, please send us your CV via the [submission form](#).