

Regional Software Sales Manager – D, FR, LU

The Job Specification

Due to expansion, an exciting opportunity has arisen for a Regional Sales Manager to join an established and rapidly expanding software company based in Newbury Berkshire. The role has arisen due to the growing business in the German and Luxembourg regions. We now require a Business Development Manager to join the team to help increase growth in this territory, as well as extending our reach into the French market.






eShare provide meeting management products for Enterprise Organisations available as Hosted Solution, or deployed into SharePoint environments.

Home based, reporting to the Director of Sales for Europe, Middle East and Asia, you will be responsible for generating and converting your own leads over multiple sectors, building a strong pipeline of prospects, following up on inbound leads and marketing initiatives. You will be required to drive sales through cold calling, visiting prospects and partners throughout the specified regions (Germany, Luxembourg and France). All sales activities are to be kept up to date via PipeDrive.


This is a 100% new business role and requires a hunter mentality.

The Candidate

Essential

-  Must have b2b sales experience
-  French Speaking
-  Confident telephone manner
-  Confidence & ability to present software at board level
-  Ability to generate own leads

Desired

-  Ideally with previous software sales experience

If you are...

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|  Enthusiastic |  A good communicator |
|  Willing to learn |  A logical thinker |
|  A team player |  A problem solver |

...then we would like to hear from you!

Contact us

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