



Software Sales Consultant

Job Purpose:

We are looking to recruit a Direct Sales Professional to sell the INTACT Software range to businesses across the island of Ireland.

Brief Description of Accountabilities:

- Developing a first class knowledge of INTACT software
- Preparing direct sales campaigns to the existing customer base
- Qualifying prospects and taking a consultative approach to establishing customer requirements
- Preparing and presenting proposed solutions to existing & prospective customers
- Negotiating to close business
- Sales administration - Monthly reporting, Maintaining prospects on a database & customer files, preparing installation planning reports
- Assisting with an active approach to generating leads & developing new niche markets
- Assistance in developing & implementing marketing campaigns in conjunction with marketing and telesales colleagues.
- Consistently meeting and exceeding sales targets

Requirements

- Business degree/diploma or an Accounting Qualification or similar
- A good team player, with excellent communication and interpersonal skills
- Commercial Sales experience essential with experience in selling Accounting or ERP systems a distinct advantage
- Strong & broad practical knowledge of Accounting Software
- PC Literacy including MS Office software and networks
- Ability to prepare & present proposals
- All candidates light on specific elements of these requirements, but with clear ability will be considered
- At least 5 years work experience
- Full Clean Drivers Licence

Remuneration Package

Subject to experience

Branch:

Cork office

Contact Details

If you are interested in this position, please email your CV to personnel@intact.ie or send to Intact Business Systems, 2 Mourn View, Dublin Road Dundalk

Company Overview

Intact Software is a leading developer of accounting and business management software to the wholesale, distribution and SME markets throughout Ireland, the UK and other European countries. From our head office in Dundalk, we deliver our software internationally through a network of fully trained and accredited Channel Partners. In Ireland, we also have a direct sales and support operation.