

## New Business Consultants

**Location:** Plovdiv, Bg with US and EU travel

**Status:** Full-Time

**Organization:** Sales

**Description:**

Opticentre is looking for aggressive, high-energy, software sales professionals who will identify and bring to closure enterprise sales of our family of application specific, enterprise class, localization tools and professional services.

The successful candidate will be responsible for identifying and qualifying new prospects, and/or maintaining existing customer relationships; the development and execution of a sales plan to achieve and exceed an assigned sales quota; providing detailed product information and coordinating demonstrations, quoting prices, proposal generation and all account oversight and ownership responsibilities.

**Responsibilities:**

- Meet and/or exceed individual software & services revenue targets
- Effectively build and execute a territory plan to maximize revenue
- Proactive cold-calling into identified prospects within an assigned territory
- Develop relationships with key decision makers, influencers and partners
- Manage effective working relationships with engineers, professional services and consulting professionals
- Maintain current and accurate information within Opticentre customer sales force automation database
- Consistently build and deliver on an accurate territory pipeline
- Heavy travel within assigned territory is required

**Requirements:**

- A proven track record of significant over-quota achievement and demonstrated career stability
- Effectively build and execute a territory plan to maximize revenue
- Experience in closing large scale enterprise software deals
- Minimum of 3+ years related software selling experience (e.g., Translation Services, Content Management, Document Management, and/or eCommerce applications)
- Relocation assistance is not available for this position

**Please forward resumes to:**

[opportunities@opticentre.net](mailto:opportunities@opticentre.net) with ref "Sales" marked in header.

