



qmetric | HR & Career Solutions is currently recruiting, on behalf of [Epignosis LLC](#), the position of

Sales Executive (Job opening ID: SE4)

The company

Epignosis LLC is a rapidly growing and profitable technology company with offices in US, UK and Greece and an established line of learning management tools that can cover a variety of customer needs. It builds products to solve training problems of growing companies. Its portfolio includes [eFront](#), an award winning LMS for enterprises and [TalentLMS](#), a lean, cloud LMS for everyone that needs a really fast and simple way to train online. They are also working on an exciting new mobile product, named [Snappico](#), that combines aspects of microlearning, infographics and gamification.

The position

The successful candidate will be based in Athens and his/her main duties will include:

- Managing and maintaining regular contact with existing customers
- Generating new business opportunities and incremental sales from existing and/or new customers
- Responding to sales leads, follow up prospects and finalize the sales process
- Handling sales inquiries and pre-sales process for organization's products and services
- Participating in marketing and promotional activities
- Building reports for upper management.

Your profile

In order for you to be able to successfully carry out the duties of the job, you should possess the following:

- Excellent communication & presentation skills (oral and verbal) - ability to connect instantly with people, build rapport and trust.
- Be well organized - dealing with multiple issues, multiple stakeholders. Good organizational skills and ability to stay on top of things.
- **Native English speaker.** Second language will be considered a plus.
- Sociable, extrovert personality.
- Experience in selling IT products and/or services will be considered a plus.

- +2 years of business experience in a technology organization (software and/or services).

Our Client offers

In case you are selected for the position of the Sales Executive, you will have access to the following:

- A vibrant environment full of interesting people
- Competitive salary and bonus scheme
- Amble personal growth opportunities
- Healthcare program

Are you interested?

Are you a successful Sales Executive who wants to join a vibrant, focused and technically minded team which is responsible for developing, customizing and supporting web-based learning solutions for high traffic, high performance sites?

If yes, please click [here](#) in order to submit your application.

Our company treats each application with strict confidence