



Product Sales Specialist

Summary of Position Responsibilities:

The Product Sales Specialist will be responsible for selling a Product-line via telephone, email marketing & on-line product demonstrations within specific geographic location/locations to our small & medium sized accounts. He/she will need to generate revenue by uncovering Product-line opportunities, taking full ownership of the total sales process. He/she will work as a member of the Bentley Regional Sales Organization covering that territory.

Major position responsibilities:

- Achieve quarterly and annual Product revenue targets.
- Be responsible for a revenue target assigned to a defined product-line in a defined region / territory.
- Aim to uncover current and future business potential via telephone, email marketing & on-line product demonstrations, managing the full sales process, bringing the sale to close.
- Promote and pro-actively sell Bentley Product-line products across all regional and potential new accounts.
- Build effective internal relations with departments and individuals to maximize the sales efforts and revenue potential of Regional Sales
- Increase and maintain detailed knowledge of Bentley products
- Ensure timely and accurate sales administration
- Ensure weekly, timely and accurate opportunity/sales forecasting in the SAP system and mailed reports.
- Remain positive and professional in all dealings and communications with current and potential accounts.
- Perform miscellaneous job-related duties as assigned.

Requirements

- High energy, enthusiastic & motivated individuals
- Previous experience selling software in to organizations across the board is a must.
- Experience selling in the Infrastructure market, AutoCAD, Revit, ESRI, PDS, etc., will be a distinct advantage.
- Excellent networking and communication skills with a passion for hitting targets.
- Fluent in English
- Your native language is Polish or Czech.

Our organization is as good as the people who work here. We feel that an open and personal atmosphere is very important; we encourage initiative and feel that this should be rewarded.

If you are interested, please send your resume and application letter in English to Alexandra Pringere, at alexandra.pringere@bentley.com

Visit our web site;
www.bentley.com