



Product Sales Manager EMEA

Summary of Position Responsibilities:

The Product Sales Manager in this position will provide leadership, strategic direction, advice and assistance to the Product Sales Specialist assigned to a specific product-line. He/she is revenue responsible for an assigned product-line in Europe, Middle-east and Africa. In this role the PSM will manage a number of Product Sales Specialist selling a Product-line via telephone, email marketing & on-line product demonstrations within specific geographic location/locations to our small & medium sized accounts. The PSM is the key person to stimulate, motivate and educate the PSSs 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.

Major position responsibilities:

- Make our Product Sales Specialist better!
- Develop sales strategies and plans specific to the product-line segments that will ensure accomplishment of the sales revenue goals. Manage a product-line sales in EMEA region
- Develop close effective relationships, coordinates sales plans and promotes sales strategies with users, selected product Sales Partners and other partners in the market. Develops and maintains working relationships with appropriate corporate marketing, product development and support services heads.
- As part of the sales management team, prepare and present sales plans and reports on various aspects of the industry segments. These include such areas as: industry forecasts, revenue achieved, goal vs. sold comparisons, etc.
- Recruit, training, develop and support sales staff
- Initiates product sales campaigns resulting in quality leads
- Maintain an appropriate level of Product/Solution knowledge

Requirements

- Graduate level education preferably Engineering, Architecture or a Physical Science
- 5-7 years experience as an Account Manager in a relevant industry segment or selling in this industry segment with a proven record.
- 5-7 years supervisory and/or managerial experience
- Managing a sales organization across EMEA
- Remote management across multiple EMEA countries
- High energy, enthusiastic & motivated individuals
- Excellent networking and communication skills with a passion for hitting targets.
- PC literacy with appropriate MS Office applications proficiency and proficiency with company products to be sold.
- Fluent in English
- Your native language is Polish

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