

SPECIALISED SALES SAM

Softline Solutions Northern Europe, with offices in Nieuwegein, Antwerp, London and Copenhagen, is an international award winning organisation, with specialised SAM consultants that support organisation in all technical, operational and strategical aspects of SAM in managed services and projects as well as in ad-hoc consultancy.

As Specialised Sales for Softline Solutions Northern Europe, you will be responsible for (pre)sales activities throughout the complete sales process in the area of Software Asset Management and possible future services of the Softline Group at prospects and customers. Your goal is to realise the targets for existing customers as well as new business as defined in the yearly business plans. Your home base for the sales activities will be Denmark, but you may also be asked to take part in sales processes in other countries.

RESPONSIBILITIES AND DUTIES

- Communicate with prospects and existing customers to define their needs and demo the capabilities of Softline Solutions in the area of SAM and related services.
- Create and manage opportunities throughout the sale cycle using CRM
- Create written proposals for SAM services
- Create written proposals for SAM tooling (new business and renewals)
- Create written proposals for other services and products related to SAM
- Follow up on existing opportunities
- Support project managers and service delivery managers in defining new business opportunities at their customers
- Assist and monitor RFP activities upon request

QUALIFICATIONS AND SKILLS

- Bachelor or Master graduate or proven level
- Affinity with IT
- Good understanding of a sales cycle from lead to opportunity to deal
- Experience in solution sales
- Hunter but also able to manage existing relations
- Basic knowledge of software licensing
- Good understanding of ITAM / SAM processes
- Good understanding of ITAM / SAM tooling
- Good understanding of the SAM market in Denmark/The Nordics
- Consultative selling skills
- Knowledge of or experience with ITIL processes and Prince2 projects
- Native Danish speaker
- Fluent in English

THE ORGANISATION

Softline Solutions is an informal organisation, where everyone wants to contribute 100% to the success and quality of the service portfolio. The team is young and dynamic, there is a lot of room for initiatives and ideas. We all strive for the best and work together to achieve maximum customer satisfaction. Each individual team member is valued for his or her unique skills.

For more information: www.softline-solutions.nl

INTERESTED?

If you feel you would like to talk to us about this job, please send us your CV and motivation ingrid.roodenburg@softline-group.com

Any questions that you have can be addressed to Ingrid Roodenburg, + 31 6 53941451.