

Sales Manager – International Markets

DWELT, member of ASEE group, is a software platform tech provider for the utility sector, proudly holding the title of the fastest growing IT company in Bosnia & Herzegovina. Our Platform X, characterized by modern architecture, flexibility and agility, provides the next generation operating system for utilities.

We are a team of about 50 people, out of which 45 are software developers in two development centers, in Banja Luka and Sarajevo.

In the last couple of years, DWELT won significant awards and recognitions:

- Winner of PODIM Conference, one of the best tech and startup conferences in the CEE region
- 1st place at PowerUp Program by Deloitte, receiving "Western Balkans Entrepreneurial Excellence Award"
- 2nd place at CEE Startup Challenge VI, making Dwelt investment-attractive

Right now, we are on the road from being the best startup in the CEE region to becoming a corporation.

Join us on this exciting journey!

Responsibilities:

- Identify and generate sales opportunities for existing and new clients
- Create effective sales plans to ensure revenue delivery and sustainable growth
- Coordinate all sales activities and manage resources to ensure deal profitability
- Plan and execute presales and sales process (prepare proposals, presentations, cost/benefit analysis, etc.)
- Close sales opportunities and negotiate contracts
- Establish and maintain strong customer relationships with new and existing clients
- Maintain data in CRM system
- Actively participate in goal setting, objectives and tasks
- Maintain knowledge of the specificity of the industry and competition

Requirements:

- 5+ years of experience in B2B IT Sales
- Bachelor/Master's in a technical or business discipline
- Strong experience in developing sales pipeline and achieving sales quotas
- Advanced knowledge of English
- Excellent presentation, negotiation and time management
- Excellent written and verbal communication skills
- Proven track and knowledge of the energy sector – desirable
- Strong customer orientation, focusing on identifying and exceeding their needs

Benefits:

- Great mentorship every step of the way
- Hybrid working model
- Additional health insurance
- Yearly medical check-ups
- Exciting yearly team buildings
- Career development
- Paid meals in restaurant
- Free office snacks and beverages
- Gift incentives