

Neptune Software

CHANNEL SALES NEPTUNE SOFTWARE IN UK

Neptune Software has successfully established itself as the dominant player for SAP mobility solutions in Scandinavia. Through a reseller distributor model of SAP implementation consultancies, Neptune also has customers in several other European countries. We have recently expanded our development platform to include also Desktop solutions, thus enabling customers to make end-user friendly applications on all devices.

We are experiencing strong growth and are looking for a channel sales representative to cover the UK market. This is a unique opportunity to join one of Europe's most exciting companies in enterprise mobility.

As Channel Sales Neptune Software

You will develop new prospects and follow up on marketing and sales leads in order to deliver on quarterly quotas and achieve sales objectives. Neptune Software sells its software through our Channel, but the role requires also a focus on direct customer interaction.

Responsibilities

- Own and deliver on sales targets
- Lead the process to generate and qualify all leads and sales opportunities to close new business, together with our Partners
- Make outbound calls to targeted customers and respond to inbound inquiries
- Represent Neptune Software at trade shows and industry events
- Evangelize the products and vision in presentations and meetings
- Frequent travel throughout the region for sales meetings, training and conferences

Preferred Qualifications

- Strong track record to achieving sales targets in a Hunting role
- Excellent diagnostic skills to understand business practices, performance metrics, and assess the business impact the Neptune solution can have on the end-customer's business
- Excellent written and verbal communication skills including the ability to effectively present and build trust to both executive and technical audiences
- Hunter's instinct – surgical deal qualification, control over deal and effective deal closure together with Partners
- Self-motivated and high energy with ability to work independently and a passion to win
- Native level language skills in English, other language skills are an advantage
- Experience of SAP is a plus

The role, responsibilities and geographical focus can change and develop over time along with the company's rapid growth.

Please send your application, or direct any questions you may have, to Andreas Grydeland Sulejewski at andreas@neptune-software.com