

Promoter / Russia

Wanted: An experienced sales person who support our programmes in Russia

About the program:

- The technical client requires a vendor that can partner to implement the program in Russia
- The program will use the resource of a specialist in the SMB reseller channel with the ability to evangelise the solution at the commercial level getting the appropriate engagement within the reseller organisation

Requested promoter skills:

- Proven experience in IT sector, knowledge of collaboration solutions and the Audio-Visual sector/channel
- Extensive commercial experience and knowledge in the distribution channel
- High level of dialogue with the leadership of companies in the distribution channel
- Communication skills for demonstrations and presentations of products, solutions and services across Russia
- Be the point of contact and schedule meetings with distributors, resellers and end-customers
- Train distributors, resellers and end-customers and advice regarding a sales and marketing strategy
- Call people and send mailings to leads which person will receive from a call centre
- Reliability and very good organisational skills, it's important to send a weekly update (reporting template available) to the client and take part in a weekly call
- Language skills: fluent in Russian and English

Background:

- At the moment, we have promoters in the UK, France, Germany, Spain, Italy and Poland
- The promoter will be engaged per quarter; at the end of every quarter (and also based on the weekly calls and reports), the team decides whether or not to proceed with the promoter

