

IT Sales & Business Development Executive at AmaliTech

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Company: AmaliTech

Location: Ghana

Category: other-general

A motivated Business Development Executive (BDE) to promote software products and services to clients. The person will be responsible for researching, finding, and following up on prospects with the aim of converting them to clients and meeting sales targets. The person must be willing to travel when the job demands.

Key Responsibilities

Promoting and selling AmaliTech software products and services to domestic and sub-Saharan African businesses

Demonstrating and presenting AmaliTech software products and services

Researching, finding, and following up on prospects

Arranging sales meetings with potential and/or existing clients

Discussing and negotiating contracts with clients

Maintaining strong knowledge of industry trend and on AmaliTech products and services

Identifying sales opportunities and communicating to Management

Arranging sales and marketing workshops, events, and fairs on AmaliTech products and services

Participate on behalf of AmaliTech in exhibitions or conferences

Collect client's feedback for continuous improvement of client experience

Qualifications

3-5 years experience in corporate sales and marketing in software solutions

Must be up to date with industrial knowledge of technological trends

Knowledge in software product development is an added advantage

Recent track record of meeting sales targets and achievements

Ability to use data and gain insight for business performance analyses and decision making

Strong corporate social networking skills

Strong interpersonal, leadership, presentation, negotiation, and communication skills – verbal and written

Proficient in using productivity: MS Office or Google Workspace (at least Word, Excel, PowerPoint)

Share in the core values (Excellence, Passion, Diversity, Collaboration, and Integrity) and vision of AmaliTech

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