Sales Manager - Priority Software - Belgium

About Priority Software

Priority Software provides flexible, end-to-end business management solutions for organizations of all sizes in a wide range of industries. Recognized by top industry analysts and professionals for its product innovation, Priority improves business efficiency and the customer experience, providing real time access to business data and insights in the cloud, on premise, and on-the-go. With offices in the US, UK, Belgium and Israel and a global network of business partners, Priority enables 75,000 companies in 40 countries to manage and grow their business. For more information, visit www.priority-software.com.

At Priority, you will find a place where highly motivated professionals thrive and where ideas, personal creativity, and independent thinking are rewarded. We work together as a team to deliver the most responsive ERP solutions on the market today.

Position

We are seeking a proven sales leader who can establish our B2B footprint in the Belgium market and build relationships and opportunities with accounts of all sizes.

Responsibilities:

- Manage daily/weekly activities, pipelines, forecasts and close deals to ensure above quota results
- Follow up on leads, qualify opportunities, and forecast pipeline
- Conduct initial product overview demos to prospective customers
- Responsible for establishing revenue expectations and achievements
- Build strong relationships w/customers to achieve win-win results

Qualifications & Experience:

- 5+ years' experience in a global sales environment in a technology company or in a role with significant exposure to software/tech solutions, preferably SaaS
- Proven track record of leadership, responsibility and dependability
- BA/BSc or equivalent
- Understanding of ERP systems and cloud solution modules/processes
- Ability to thrive in a fast-paced, sales-driven culture and environment
- Competitive, assertive, self-starter mentality
- Ability to communicate clearly and concisely, both in writing and verbally, with strong product demo and presentation skills
- Strong oral and written communication skills in Dutch, French and English
- Willingness to travel inside Belgium (up to 50%)

Compensation Offering:

- Market competitive basic salary
- Attractive additional performance bonus
- Company car
- Group insurance
- Mobile phone/laptop

If you think you would be a good fit, please send your CV with cover letter to jobs@priority-software.com.