

### **Sales Executive – Belgium/Benelux Market – External JD**

Priority Software is a leading provider of scalable, agile, and open cloud-based business management solutions (including the award-winning cloud ERP, Retail Management System and Property Management System) for various industries and organizations of all sizes, from global enterprises to small and growing businesses. Recognized by top industry experts and analysts, such as Gartner and IDC, for its product innovation, Priority provides real-time access to business data and insights from any desktop or mobile device, enabling organizations to increase operational efficiency, improve the customer experience, identify new opportunities, and outpace the competition. With offices in Belgium, the US, the UK, and Israel and a global network of business partners, Priority empowers 75,000 customers in 40 countries with smart and intuitive business management platforms that drive accelerated organizational growth.

To keep step with our rapid growth in the ERP market, we are in search of a highly sales driven, hunter mentality Sales Executive to grow our Benelux business. The Sales Executive will focus on generating and qualifying leads and opportunities as well as conducting initial product overview demonstrations, relationship development and new business development. The ideal candidate will have SaaS and ERP experience.

#### **Responsibilities:**

- Manage assigned accounts to maximize sales potential
- Effectively navigate obstacles and turn them into sales opportunities
- Maximize sales potential sales and maintain company-client relationships at a high standard
- Generate new sales leads and manage the sales cycle from initial contact to close
- Exercise your ability to build goals and plan sales activities according to sales budget
- Conduct initial product overview demonstrations for potential customers
- Responsible for achievements
- Deliver sales presentations and tailored proposals for software and services with a clear focus on business investment value and solution differentiation
- Build strong relationships to achieve win/win results toward common goals with clients
- Work closely with the sales and marketing teams to identify new market opportunities
- Be an expert sales negotiator
- Effectively navigate obstacles and turn them into sales opportunities
- Attend trade shows, conferences, and other industry events to promote our products and services

#### **Experience and Qualifications:**

- 5+ years' work experience in a sales environment in a technology company preferred
- Experience in a role with significant exposure to software/technology solutions



- Strong understanding of business processes
- ERP sales experience is an advantage
- Strong desire to expand knowledge about software sales
- Proven track record of hunting in a software solutions company
- Ability to thrive in a fast-paced, sales-driven culture and environment
- Competitive, assertive, self-starter
- Dutch native speaker
- Ability to communicate clearly and concisely, both in writing and verbally
- Strong negotiation and closing skills
- Experience performing product demos and presentations
- Ability to work independently as well as part of a team
- Ability to travel up to 50% of the time
- Proven track record of achieving sales targets
- Bachelor's degree in business administration, Computer Science or related field

We offer a competitive salary, commission, and benefits package. If you are a results-driven sales professional with a passion for technology and a desire to succeed, we encourage you to apply for this exciting opportunity.

