

Infobip
Sales Managers
Belgrade / Novi Sad

Infobip is a world leader in mobile messaging. We pride ourselves on our ability to provide specialized messaging products and solutions to our clients worldwide.

Our entire portfolio is designed in-house and draws on our extensive experience, taking into account specific requirements of our clients and partners. Our regional approach coupled with our dedicated development resource enables us to provide clients worldwide with carrier-grade quality, reliability and flexibility. For more information, visit our corporate web site at www.infobip.com.

As our business grows daily, we are seeking to recruit new members to join our team of enthusiastic and committed sales professionals.

As a **Sales Manager**, you will present our services, manage the sales process and provide essential market intelligence.

Responsibilities include:

- Presentation and sales of our telecommunication services to a range of potential customers from resellers to mobile service providers
- Management of the entire sales process, from first contact to closing the sale
- Contract and price negotiating
- Analysis of competitors and market intelligence activities
- Collection of product feedback, presentation of ideas for improvements and innovation to technical teams
- Assistance to the Sales Team and Sales Director in product updates and training and exhibitions organization
- Ensure achievements of company sales and distribution objectives.

Qualification for the positions include:

- Written and spoken fluency in English
- A proven track record in sales and customer relations.
- Strong verbal presentation and written communication skills
- Ability to work independently
- Familiarity with the MS Office package
- Excellent organisational skills
- Team player
- Other languages a definite advantage

At Infobip, we encourage our people to excel by rewarding initiative and leadership. We are inviting everyone who is enthusiastic, and committed to work, to join our dynamic company.

HOW TO APPLY: All applicants are required to send a full English CV and an application letter to careers@infobip.com telling us why you feel that you are suitable for this challenge.