



**CYCLE d.o.o.** is reputable software engineering company delivering software solutions for more than 160 domestic and international companies. It is a place where smart, dedicated people come together to help our customers solve tough challenges. We are always curious—and we believe there are always better, smarter ways to get things done. We constantly work to build a corporate culture that allows each of us to grow professionally while focusing on ways to make our customers more successful. Our software development and information technology professionals are critical to the creation and upgrading of products that tackle challenges, open new possibilities and ultimately sets us apart from the competition. You'll fit into this job if you have talent and experience in Software Engineering/Design or Information Technology.

## **SALES REPRESENTATIVE**

### **Job Description Summary:**

Manages sales of the company's products and services in fairly large geographic area. Develops specific plans to ensure revenue growth in all company's products.

### **Essential Responsibilities / Duties:**

Manages an assigned sales area or product line to maximize sales revenues and meet corporate objectives

Develops specific plans to ensure revenue growth in all company's products

Design, develop and configure solutions prototype screens for use in sales presentations

Develop custom reports for presentations

Coordinate proper company resources to ensure efficient and stable software sales

New accounts sales and growth to base through sales force

Sales of emerging products and multi-product sales

Pro-active competitive strategies and targeted sales campaigns

Performs sales activities on major accounts and negotiates sales price and discount through the head of sales

### **Qualifications:**

Bachelor's degree in business, sales, or marketing or equivalent training in business or sales management

Typically requires five or more years of experience in product sales with at least three years of experience in sales management

Effective management skills with ability to manage a major portion of the company's field sales operations

Excellent time management, communications, decision making, human relations, presentation and organization skills

Professional appearance and presentation required

Driving licence (B)

Please send your CV to e-mail: [jelena.jovanovic@cycle.rs](mailto:jelena.jovanovic@cycle.rs)

**OUR EMPLOYEES ARE OUR MOST VALUED ASSET**