

Career opportunity in the world of business software

Solution and Sales Manager

Job Description

As Solution and Sales Manager you will identify, qualify, engage and close new business opportunities worldwide developed through both outbound and inbound inquiries. You will work closely with the CEO and our senior consultants. Tasks include, amongst others:

- o Managing sales processes and coordinating company resources. This includes implementing sales strategies and close high revenue deals.
- o Working close with the CEO and senior consultants on new accounts management. You will be managing the process from research to lead to opportunity to client discussion to closure and follow up. You will develop a consultative selling approach and engage in building long-term client relations.
- o Work with and update internal data systems. We are using Salesforce sfa but also internally developed applications.
- o Conduct research as requested including media analysis. Compile and create reports.

You will start with a 3 month training period in the role as Support Manager to gain the necessary product experience and market knowledge for the position. Training will also include: deep understanding of the most advanced project management methodologies used in software development projects; understanding the B2B software market; sales training; sales force automation tools; project management and quality assurance tools.

Job Requirements

- o You have at least 3-6 years documented sales experience in the software world.
- o You are a doer with a strong drive and an entrepreneurial mindset. You need to appreciate both the possibilities and challenges of a small but growing dynamic entrepreneurial company.
- o You are a creative go getter with excellent client-relationship skills.
- o You are focused, disciplined and have the ability to work and prioritise without specific instruction. Independent decision-making is a fundamental part of the job and occurs regularly and in high-pressure situations.
- o You understand and are interested in the process of selling software solutions business to business.
- o You understand the fundamentals and are interested in advanced project management practices.
- o You have excellent communication skills, both verbal and written. English at mother tongue level. International applicants are very welcome since English is our corporate language.
- o You are very computer literate and in tune with the software world (but you don't need to be a programmer).

About Hansoft

Hansoft is a rapidly expanding Swedish software vendor with clients in Europe, Asia, Australia and North America. Our product is used for handling project management, team collaboration and quality assurance in large, complex, and sometimes distributed projects that typically are using agile and lean development methods. We have clients in game and software development such as Electronic Arts, Crytek, Boeing, Jenoptik Defense & Civil Systems, and The Swedish Space Corporation. We are now recruiting to fully capture the unique market position given by our truly innovative technology and application design.

Hansoft is based right in the centre of Uppsala, Sweden's fourth largest municipality. Perhaps best known for its large 15th century university, the city also offers beautiful surroundings, a lively cultural scene and a quickly expanding high technology business sector. Commuter distance to Stockholm city is 40 minutes and 20 minutes to main airport Arlanda. We also plan to branch offices abroad in a not too distant future.

We are searching for brilliant employees that thrive in an entrepreneurial environment, looking for a work culture where creativity is rewarded, hard work is expected, and the world is the playground. Hansoft employees enjoy competitive salaries, excellent benefits and a career opportunity with no speed limits.

Application and information

Please feel free to contact Hansoft CEO Patric Palm at +46 18 488 10 01. More about Hansoft at www.hansoft.se. Submit your application no as soon as possible but no later than June 20, 2010, to jobs@hansoft.se.