

Country Sales Manager – Financial Sector

Cracow, Warsaw, Wrocław Poland | Full time

About Sixsentix:

Everyone says it, we live it: we are agile!

Can you envision your career at a place where what you do is acknowledged and regarded as important?

Yes? Then keep on reading.

Our aim is to be a fully agile organization and through our methodology we ensure the best test automation services to our clients. Are you up for the challenge?

Yes? Then keep on reading.

Thanks to our flat hierarchy and the short decision paths, we offer our employees a working place where they can have an impact. Due to our agile mindset we are continuously pushing our organization forward by being open minded and by welcoming new ideas and improvements. We are looking for people who love to go the extra mile and will help us achieving our growth plan.

Sixsentix Poland is a new subsidiary established on a Polish market in 2019. We're looking forward to build our expanding Polish team together

Job Description:

Mission: acting as a country sales manager taking the responsibility for business development & sales processes predominantly within the country or occasionally pursuing opportunities across Europe. Reporting directly to the Managing Director with a future growth potential within the company management board.

Responsibilities:

- Country management: Prospecting, Customer Segmentation, Customer visits
- Customer Engagement: demos, executive meetings, webcast, conferences, etc.
- Pipeline Management: leads, opportunity development
- Managing the complete project lifecycle from initial contact until final contract acceptance
- Interaction with internal stakeholders: Pre-sales, Legal Department, Technical Team, Marketing
- Demand generation: marketing initiatives, conferences, strategic partnerships
- Develop productive and profitable working relationships

Your Profile:

- A driven individual with a proven experience within the industry
- Knowledge of the software market (especially QA or testing)
- Good communication and presentation skills
- Proven ability to manage complex sales cycle
- Familiar with MS/Office 365 and Salesforce
- Availability to travel up to 30%
- Business fluent: English; additional languages are beneficial
- Proficient in Entrepreneurial attitude

What we Offer:

- Competitive salary
- Recognition and opportunity for professional development
- Inspiring working environment
- Flexible working location arrangements (office, remote, client site)

- Innovative engineering agile culture
- Work with cutting edge test automation tool and testing methodology
- Opportunity to work on challenging projects for leading enterprises
- Great career perspectives and training opportunities
- Become part of a best-in-class testing team
- Unique and exciting experience of being among the first ones at Sixsentix Poland

We look forward to receiving your electronic application (CV, reference letters, etc.) by email to careers.pl@sixsentix.com. Find more information about Sixsentix on www.sixsentix.com

