

## EXPORT SALES EXECUTIVE (FAST-TRACK PROGRAMME) AT



### Job description

We are seeking an ambitious person to drive new business revenues from international accounts. Our 3 months accelerated Fast-Track programme equips successful candidates with the knowledge and skills required to deliver targeted sales results shortly. It is envisaged that the successful candidate in 3-month period or sooner will take full responsibility for the overall sales activities and will be promoted to major Sales executive. This is the perfect opportunity for an IT sales focused individual to start and develop a career with an international, fast-growing company focused on IT technologies.

The successful candidate is expected to be ready to work hard and diligently and learn fast. You'll be mentored by a dedicated Sales Manager, who will regularly review your progress to ensure you successfully grow into a major Sales Executive within several months, possibly sooner. We feel that it is within hungry, ambitious and hard working environment the right people grow and thrive, delivering the sales success.

### The Company

Pralo is a fast-growing global IT company with headquarters in Lithuania and in the UK. We are committed to high-level service to our customers in West Europe, North America, Middle East, Australia and the Baltics. Our subsidiary *Glantus Limited*, based in Gloucester, UK serves over 25 customers in the UK and Ireland. We currently offer two world class ERP solutions (QAD and Odoo) that transform business operations for our customers. [www.pralo.eu](http://www.pralo.eu)

### Main Responsibility

Drive targeted revenue from new international accounts  
Generate leads for Senior Sales Executives in UK and Ireland

### Other Responsibilities

- Proactive lead generation activities (fully trained). No cold calling required
- Organizing and attending meetings (mainly online)
- Closing sales opportunities

### Going forward

- Develops and executes personal business schedule to maximize short and long-term sales revenue without daily supervision
- Maintains clear communication lines with support team regarding customers' expectations
- Upselling to attracted customers
- Expected to contribute to a team spirit and open exchange of ideas that will add to the overall success

### Qualifications:

#### Professional Skills

- Experience in Sales. Applicants must demonstrate a proven track record of achieving and exceeding targets in the past, not necessarily in a sales role.
- Advanced in English (speaking)
- Background in Economics, Finances, Business management or alike.
- **Both more experienced and junior candidates are welcomed.**

### **Interpersonal Skills**

- Outstanding listening skills
- Passion for learning. Proven track-record as a fast-learner
- Hard-working, persistent and perseverance mind-set
- Highly motivated by and interested in a career in sales
- Strong problem-solving capacity using creativity and resourcefulness.
- Ability and desire for “continual improvement” as it relates to individual skills (selling, personal growth, mental growth, etc.)

### **Benefits:**

- Recurring coaching and mentoring
- Full training provided. A chance to learn next-generation sales methodologies
- Competitive salary and performance based bonuses
- If candidate presently is at a junior level - fast promotion to the Sales Executive position
- Work on the 15'th floor with great city view 😊
- International travels going forward

If you are interested in this great opportunity to join our growing business, please send **CV with cover letter (necessarily)** to [andrius@pralo.eu](mailto:andrius@pralo.eu) ASAP. Only successful candidates will be informed.



“Today i will do what others won't so tomorrow i can do what others can't.” Jerry Rice