



Sales Representative

Location: Athens

Contact details: recruit@spacehorizon.us

Company Profile

Founded in 2012 *Space Horizon* is a shipping company, which offers products and services for the Maritime IoT market. Recognizing the great potential of the Greek Shipping, the company operates a Customer Support and Sales department in Athens and it currently seeks for talented Sales Representatives.

Position Summary

The Sales Representative will be responsible for the existing accounts as well as for establishing new accounts in the Maritime Market. You will join a team of experienced engineers who design and develop software tailored to Maritime market. This position requires passion for promoting and selling software products to a very competitive market. Our Customer base also presents a unique opportunity to get in touch with first class shipping companies.

Responsibilities

- Services existing accounts, obtains orders, and establishes new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors.
- Adjusts content of sales presentations by studying the type of sales outlet or trade factor.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Submits orders by referring to price lists and product literature.
- Keeps management informed by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses.

Qualifications and Requirements

The position requires a Sales Professional with 2+ years of related work experience in sales of software products or/and hands on experience of the Maritime Market.

Essential requirements



- Bachelor's degree or equivalent in Economics, Marketing, or related field; equivalent experience may be substituted for formal education
- Strong written and verbal English communication skills

Desirable requirements

- Solid understanding of software development
- Engineering background

Recruiting Process

If you feel that Space Horizon offers the right job in the right environment for you, please send your CV to our recruitment e-mail account ***recruit@spacehorizon.us***.

If you're chosen among the most qualified candidates, we'll contact you to discuss your CV. You will also have the opportunity to get additional information about the position and what it is like to work at Space Horizon.