

**Company: HP**

Expires on 30 Sep 2010

**Location: Madrid, Spain****Job category: Sales/Marketing**

## Inside Sales Representative (SK, HU, CZ, PL, Serbia)

### **Job Description:**

The Territory Inside Sales Representative is an end customer sales representative in the SPO organization focused on creation of new business opportunities out of an defined customer set and E2E management of the deals in the pipeline.

#### **Responsibilities**

- \* Cold calling to drive campaigns and/ or profile assigned accounts to understand installed base and business drivers
- \* The ISR is responsible for actively creating new sales opportunities in ESS products and associated services for selected customers in the assigned territory via telephone and web and thus holds an End-to-end ESS portfolio revenue (shipments) responsibility for these accounts.
- \* Pro-active coverage for customers in assigned territory to expand HP Share of Wallet by generating incremental business in non-HP accounts (hunting)
- \* Builds customer confidence in HP's remote sales capabilities, from procurement to senior levels of customer management. Drives opportunities from qualification to close.
- \* Portfolio selling on ISR led opportunities, Up- and Cross-Selling on partner led opportunities
- \* Close collaboration with partner on the customer or opportunity

#### **Detailed Tasks**

- \* Outbound calls: 10-15 Decision Makers contacts per day to profile customer, generate opportunities and follow up opportunities for closure. Average outbound talk time of 2,5 hours/ day.
- \* Inbound calls: from assigned customers or channel partners (working with to close opportunities) or HP personnel (Sales specialists, Presales, SPO)
- \* The ISR closes the sales on assigned products and has account responsibility with quota and KPI goals.
- \* Collaboration with Sales and Channel management to drive marketing programs, demand generation, sales initiatives, and incremental revenue.
- \* Check on incumbent channel, if no channel defined, assign a preferred channel partner (select from short list based on SPO 'partner rules of engagement').
- \* Delegate and drive required internal HP back office sales support (quotations and configurations, OPG, sales comp calculation, delivery / order management requirements/ exceptions, etc.).
- \* Call partner at appropriate frequency to drive opportunity closure. Ensure maximum commitment by partner to win project for HP (Max. closing time allowed for partner is 12 weeks)
- \* Delegate and engage office-based, field and partner presales as appropriate
- \* Deal closure verification based on Partner P.O. visibility. (ISR needs to have P.O. from enduser or channel partner)

### **Candidate Requirements:**

- \* bachelor degree (or above) or corresponding work experience in sales
- \* absolute willingness to compete and win
- \* demonstrated ability to create and close business
- \* strong customer communication skills

- \* proactive attitude towards customers
- \* ability to manage time and (potentially competing) priorities based on customer and quota focused objectives.
- \* good understanding of fundamental IT concepts and solutions
- \* team player, ability to collaborate effectively in an international, multi-cultural environment
- \* self-motivated, self-started attitude
- \* ability to handle unique situations and think outside the box
- \* problem detection and solving skills
- \* ability to work under pressure
- \* flexibility to work extra hours and travel occasionally

Desired:

- \* detailed understanding of HP ESS portfolio and positioning
- \* sales experience in the field of IT

Type of job: Entry-level job

**Required languages:** English (fluent)

**Open to these areas of study:** Accountancy, Banking, Business Studies, Economics, Engineering, Engineering - Aeronautical, Engineering - Agronomy, Engineering - Chemical, Engineering - Civil, Engineering - Computer, Engineering - Electrical, Engineering - Electronic, Engineering - Mechanical, Engineering - Technology, Financial Management, Hospitality - Catering/Hotel Management, Industrial Relations and Personnel Management, Management Science, Manufacturing Sciences (including CAD - CAM - CAE), Marketing and Sales Management, Materials Science, Secretarial Studies, Telecommunications, Tourism

Job open to: Graduates

Job Starts on: Not specified

Job Ends on: Not specified

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