



PAC is part of the teknowlogy Group - the leading European market analysis and consulting company for the IT industry. Well established in the European market for more than 40 years, we provide data and analyses to senior decision makers to support their IT and digital strategy.

Are you into new technology and sales? PAC is looking for a **Junior Sales Manager (f/m/d) to join our dynamic UK team.**

We are looking for a positive and energetic Junior Sales Manager to join our London team. This is a great opportunity for you if you are curious about new technologies and result-oriented.

About the position

- As Junior Sales Manager, you will represent the company in front of high profile decision makers over the phone.
- You will take charge of new customers acquisition and support new as well as existing customers in their journey
- You will develop a trust-based and long-term relationships with customers through regular and individual advice
- You will promote PAC's products and services in the UK, pushing the portfolio of our three main offerings:
 - Research reports and annual subscriptions
 - Marketing services
 - Consulting services
- Working in close cooperation with analysts and consultants, you will take charge of the lead generation and creation of sales proposals – including consulting engagements
- You will also take care of general sales support tasks such as gathering of information about new prospects, telephone qualification, keeping the CRM database up-to-date, etc.

What we offer?

- An intensive training and coaching to get you started and make sure that you are familiar with our sales processes, products and services.
- You will be part of an international team and interact with your peers on a daily basis.
- Our flat organisation chart will provide you with autonomy and provide you with opportunities to develop your ideas
- You will get the opportunity to build your own network of decision makers within top IT services firms.
- We have a strong team spirit, an open culture and work together towards success.
- We offer an opportunity to work in an environment where you are able to develop and learn
- We work on MacBook / iPhone and all our systems are cloud-based: Salesforce, Box, Teams, etc.

What we are looking for

- You have great communication skills and are able to articulate a pitch in an engaging way
- You are open minded and customer oriented.
- You are driven, result-oriented and happy to take initiatives
- You pick things up rapidly, can think on your feet and are able to work autonomously.
- You are a team player

- You are familiar with IT and comfortable using it.
- Ideally, you have some existing experience in sales and you want to develop your career
- You speak English at native level; additional language would be a plus.

Our team is currently working from home but we are meeting in London on a monthly basis and interacting every day individually and as a team on Microsoft Teams.

Please note that we do not accept CVs from recruitment agencies, headhunters and other third party services providers – only direct applications will be considered.

Interested?

Please apply for this position through LinkedIn or alternatively send an e-mail with your CV, a short introduction, your salary requirements, and an indication of your earliest possible start date to: jcbodhuin@teknowlogy.com

Please quote “**APP22 UK JSM**” in the subject of your email