

## B2B International High Tech Sales Executive

Position based in Oulu- Finland

Finetyx is a fast growing High Tech Business Process Outsourcing company based in Oulu since 2011, we provide Outsourced Sales acceleration services to Finnish and Foreign Companies in the fields of High Technology (Medical, ICT, Telecom, Security, and Industrial) to accelerate their sales in our focus Markets ( Middle East – North Africa – French Speaking Countries ).

### ESSENTIAL FUNCTIONS:

- Promote and Sell our customers technologies in our Targeted Markets
- Investigate potential customers , Partners and Distributors and build leads databases
- Continuous contact with leads and customer relationship management over email, phone, videoconferencing and customers visits abroad.
- Identify and properly qualify business opportunities
- Present our customers products & solutions at the executive level
- Lead negotiations and overcome objections for deal closure.
- Manage demonstrations and face to face meetings with prospects
- Pipeline management, lead generation activities and prospect development.

### Position Requirements:

- Bachelor degree Business Administration / International Business
- Or Bachelor Degree in Business Information Technology
- Minimum 2 Years previous experience in High Tech Sales
- Excellent Communication Skills (English)
- *Good command of French language is an advantage.*
- Willing to Travel inside Finland & abroad
- High level Ms Office 2013 Skills
- Very good organisational skills

Email resume to: [contact@finetyx.com](mailto:contact@finetyx.com) Reference: B2B International Sales Executive.