

## Solution Consultant

**YOU** want to work with top brand products and to develop new products on Bulgarian Market. Your professional experience and know how are in the area of IT. Show up with your knowledge and ideas.

**Konica Minolta** – the inspiring brand for document management solutions – is a leading supplier of software line up from scan & capture to document process atomization and electronic archive. Our team in Konica Minolta Bulgaria is with valuable, experienced and very well trained sales people.

**We** have opportunities available for a Solution Consultant to join our Sales team. Your key duties to carry out as Solution consultant will be:

- Development and diversification of software portfolio of solutions addressing workflow, security, print management, documents' management, filing, security and managed IT services
- On-going competitive and needs analysis with respect to services trends and related solutions offered by competitors in IT industry
- Create a long-term business plan to position the company as a marketplace leader in the segment
- Managing the sales pipeline, maintaining good relations with existing clients, with big potential customers' decision makers, keeping client's database up to date
- Company presentations in front of existing and potential customers audience
- Keep close contact with headquarters and other countries in Europe
- Elaborate relevant weekly and monthly report as per company standards and policies
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- Our expectations to you:
- Relevant University Degree - ideally in Economics/Business or ICT related program;
- Min. 3 years' experience in sales/ pre-sales from ICT sector or experience in presentation of different IT products/services/solutions (CRM, ERP, SAP or similar )
- Previous experience in sales of software products
- Ability to create sales and business plan
- Strong technology background.
- Consultative and/or solutions sales experience would be a plus.
- Electronic Document Management experience would be a plus
- Proven track record for delivering results.
- Profound knowledge of the MS Office Suite; incl. CRM, ERP
- Driving License and readiness for business trips
- Very Good English – verbal and written
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- The role is based in Sofia, Bulgaria. Travelling related with meeting existing and potential clients should be taken into consideration.

**WE** offer a key position in the team of a Global Corporation that leads the market by advanced technologies together with:

- Very attractive and competitive remuneration and social package
- Company car
- Possibility for development in career
- Meetings with international colleagues and experts in Document Management area

**WE** offer you a platform for your personal success.

Are you looking for an exciting new challenge with first-class perspectives? In this case, talk to us!

We create an environment where everybody belongs. We embrace individual differences, encourage people to think out of the box, and want you to grow personally and professionally.

Isn't this just the environment you want for your personal success story? Come and join us!

If you have the drive, apply now by sending your CV and short motivation letter to [career@konicaminolta.bg](mailto:career@konicaminolta.bg) till 28<sup>th</sup> of February 2017