



## OFERTA DE EMPLEO

### GLOBAL IT SALES EXECUTIVE Ref: 340/14

#### EMPRESA:

Líder europeo en instalaciones de comercio electrónico EDI y B2B, con sede central en Valencia y delegaciones en Francia, Argentina, México, Italia, Brasil y USA

#### FUNCIONES:

As an inside sales executive, the candidate will be responsible for consulting with international clients and proposing optimal solutions. To build and implement an account plan that best positions Edicom to maximize its revenue streams and margins in accordance with company expectations.

Responsible to meet/exceed sales, revenue and margin targets. To participate in setting strategies and tactics for each specific sales objective.

To advocate on behalf of the account with internal Edicom orga

#### REQUISITOS:

INTERESADOS INSCRIBIRSE EN:

[WWW.SIE.UPV.ES/OFERTAS](http://WWW.SIE.UPV.ES/OFERTAS) o 96 387 78 88

Válida hasta el jueves, 10 de diciembre de 2015

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BA/BS from accredited 4-year university, with a previously demonstrated record of initiative in school, work, and extra-curricular activities.  
Fluent in English and Spanish, and one at least of the following Slavic Languages (Russian, Romanian, Bulgarian or Slovene) or Nordic Languages (Danish, Swedish, Norwegian or Finnish)  
Strong consultative sales skills with an understanding of how to determine prospects needs and meet customer objectives and goals.  
Ability to work in a cooperative team

#### OFRECE:

Professional career and wage career.  
Steady job. Training period in charge of the company.  
Private health insurance, sport center, etc.

#### ZONA DE LA OFERTA:

Paterna

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