

nsquared job advertisement

Sales Lead

- Sydney CBD
- In person sales role
- Help change the way people work and engage together

Position

As a Sales Lead at nsquared you will be responsible for creating and closing sales opportunities of nsquared's premium digital table furniture and software products. You will work closely with nsquared's Director to determine Sales targets and a plan that will ensure the growing success of the products and the company.

Digital tables are a relatively new concept to the market and a large part of your role will be in raising awareness of the product range and its many benefits to businesses around the world.

Your ability to deliver high and improving sales rates will be critical to the success of the role and nsquared

Description

nsquared opened its doors for business in the Sydney CBD in 2008. The company is self-funded and has grown each year of its operation. In 2015, nsquared is expanding again.

nsquared has always been the provider of advanced leading-edge software solutions. Since early 2009, its core business focus has been centred on creating exceptional software for gesture based computing experiences. In mid 2013, it shifted its focus to include the creation and delivery of digital table hardware as well as software. In early 2014 the design and development phase for delivery of the nsquared digitable product range commenced. One year in, there have been several products designed and delivered. In 2015, the company goal is to move that process forward.

As a member of the nsquared team you will have the opportunity to contribute and work with an inspired group of individuals on projects that are unparalleled in

terms of their uniqueness in Australia, and indeed, most of the world. The team is inspired by the idea that they are working together to change the way people meet and work together now and in the future.

As a company that is moving into its next phase of growth, nsquared encourages personal growth and rewards action-oriented self motivated people.

Responsibilities

Create and execute a Sales Plan.

Drive increasing awareness of nsquared's capabilities, products and services.

Sales of nsquared products to new and existing partners and customers.

Support marketing activities, and integrate nsquared sales efforts with other organised marketing activities.

Monitor and report on market and competitor activities and provide relevant reports and information.

Ensure professional account management for current and new nsquared clients.

Provide weekly, monthly and annual marketing and sales activity reports.

Qualifications, Skills and Experience

| Essential | Desirable |
|---|---|
| Demonstrated Sales Track record with technical sales | Demonstrated ability to successfully introduce new product line into the market place |
| Demonstrated ability to work independently and manage the entire sales cycle with little administration support | Strong contact list |
| Excellent listening, spoken and written English skills | Demonstrated leadership and mentoring skills. |

Personal qualities & behavioural traits

Required

- Passionate with a high drive to succeed
- Action-oriented
- Upbeat and High Energy

- Demonstrated desire to continuously learn and grow on professional and personal levels
- Pride in workmanship
- Team Player
- High Accountability and Responsibility
- Demonstrated ability to increasing sales rates.
- Capable of working autonomously to produce results.
- Desire and ability to develop and lead a growing sales team

Desirable

- Technical sales experience preferred
- Experience with bringing new product to the market.

Please email your confidential CV to jobs@nsquaredsolutions.com or email for further information.