



SameSystem is a Danish software company, founded in 2008. We develop the best Retail Workforce Solution on the market, with an intuitive online interface, first mover-technologies as iBeacon and E-signature, unlimited free support and market-leading integration. Just the right tools to optimise retail business - made for retailers, by retailers.

As a result, we see our customers grow and expand, both on existing and new markets, and are looking for new talent to join our company.

SameSystem consists of 50 talented individuals situated in five countries. We have a motivating work environment, with no internal rivalries and an eagerness to help each other. We are based on personal freedom and own initiatives, while still encouraging teamwork.

### **Your role in the Company**

We're looking for a results-driven sales representative to seek out and engage customer prospects actively. You will provide complete and appropriate solutions for every customer to boost top-line revenue growth, customer acquisition levels and profitability.

#### **Sales Representative Job Duties:**

- Services existing accounts, obtains orders, and establishes new accounts by planning and organising daily work schedule to call on existing or potential sales outlets.
- Adjusts content of sales presentations by studying the type of sales outlet.
- Focuses sales efforts by studying existing and potential volume of dealers.
- Monitors competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommends changes in products, service, and policy by evaluating results and competitive developments.
- Resolves customer complaints by investigating problems; developing solutions; preparing reports; making recommendations to management.
- Educational workshops.

- Provides historical records by maintaining records on area and customer sales.
- Contributes to team effort by accomplishing related results as needed.

**Your profile:**

We expect you to take responsibility for your own tasks as well as feel a commitment to the company. Sometimes hectic situations will occur, and hard work and dedication will be required of you. In this job, you will not always be able just to punch out and have somebody else take over for you, but will at times have to take the leap for your projects as well as for your colleagues if needed.

**Sales Representative Skills and Qualifications:**

- Proven work experience as a sales representative
- Experience in the retail industry (preferred)
- Self-dependent and driven
- Familiarity with BRM and CRM practices along with ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Prioritising, time management and organisational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

**Language qualifications:**

It is mandatory that you are fluent in Lithuanian and English, able to understand, speak and write both languages.

**Office and office hours:**

You will be working at our office situated in Vilnius, Lithuania. Professional office facilities in beautiful surroundings. Your typical office hours will be from 8 till 16, Monday to Friday.

**Interested?**

Great! We will look forward to hearing from you – contact Nicolas Harding Hansen by phone or e-mail.

Phone: (+45) 70 70 70 27 - E-mail: [jobs@samesystem.com](mailto:jobs@samesystem.com)