



If you are looking for a new way to challenge yourself

we may have the right opportunity for you!

Balkan Services is an IT consulting company helping organizations to nail the right software solution for their growing business and implement it in the fastest, most efficient, and smooth way.

In relation to new projects and increased work volume, our team is growing.

We are looking for:



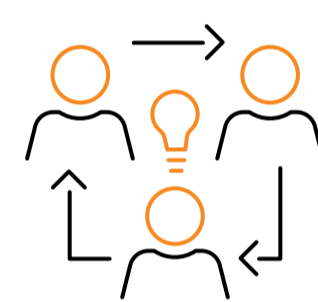
Sales Master

A down-to-earth, self-driven sales professional with a passion for business software solutions and a talent for building strong relationships. In this role, you'll connect with companies, listen closely to what they need, and guide them toward the solutions that will truly make a difference in their business. It's a hands-on role with room to grow, perfect for someone who loves working directly with clients, solving challenges, and driving results in a win-win manner.

If you're proactive, self-motivated, and ready to help businesses unlock their potential, we'd love to meet you. At Balkan Services, you'll find an environment that values your expertise and efforts, celebrates collaboration, and offers plenty of room to develop.

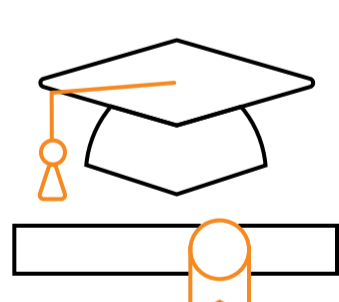
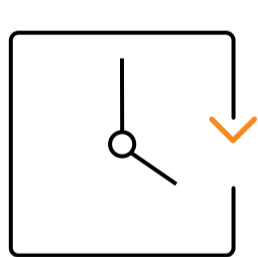
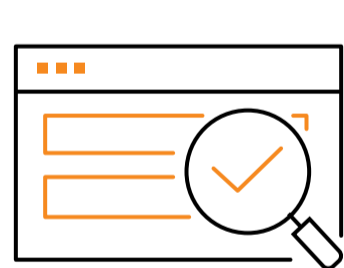
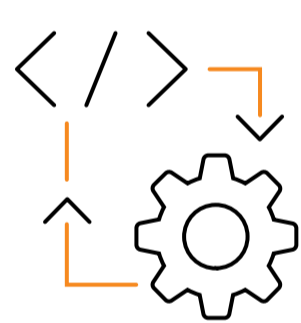
What You'll Do:

- **Drive Sales for Different Software Solutions:** Engage with potential clients, understand their needs, and demonstrate the value of our solutions. You'll lead sales conversations and close deals, helping us grow our client base and strengthen relationships.
- **Listen and Understand:** Truly hear what clients say, ask thoughtful questions, and identify their real needs to provide the right solutions that create lasting value.
- **Manage Client Relationships:** You'll be a trusted contact for clients, ensuring they have a smooth experience and timely answers to their questions.
- **Stay Connected with Vendors and Partners:** Work closely with our software partners, staying up-to-date on their offerings, policies, and pricing to provide the best advice to clients.
- **Stay Organized in Our CRM:** Track and update all sales activities in NetSuite ERP, ensuring accurate forecasting and pipeline management.
- **Collaborate:** Work hand-in-hand with our marketing team, PMO, and consultants to write offers, support campaigns, organize events, and contribute to webinars and conferences.
- **Support Sales Operations:** Help with order processing, invoicing, and contract management, ensuring smooth internal processes.



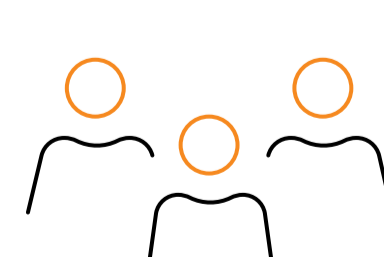
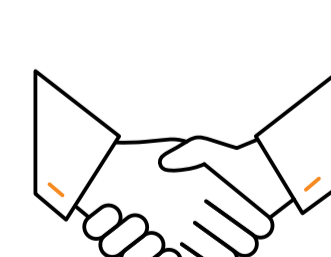
Who You Are:

- **Experienced in B2B Software Sales:** You have a successful track record in software sales and firsthand insight into the critical pain points businesses struggle with. You have a background in finance and/or the accounting field. (If you consider yourself not that experienced but you love what you do in sales we will also want to hear from you and see for ourselves).
- **A Strong Listener with Emotional Intelligence:** You excel at listening with understanding and truly hearing what clients are saying, enabling you to connect on a deeper level and offer tailored solutions.
- **A Strong Negotiator:** You're skilled at finding win-win outcomes and building long-term client relationships.
- **A Clear Communicator:** You know how to explain complex ideas, build trust, and engage effectively with clients and partners.
- **Tech-Savvy:** You're comfortable with CRM systems (NetSuite experience is a bonus); and proficient in office tools like Word, Excel, and PowerPoint etc.
- **Organized and Detail-Oriented:** You can manage multiple tasks and inquiries efficiently and with ease, ensuring nothing slips through the cracks.
- **Driven and Eager to Grow:** You're self-motivated, proactive, and ready to take on new challenges, overcoming obstacles naturally while maintaining strong relationships with clients and colleagues.
- **Educated in Business or Related Fields:** You hold a university degree in Business, IT, Finance, or a related area.



Why Balkan Services?

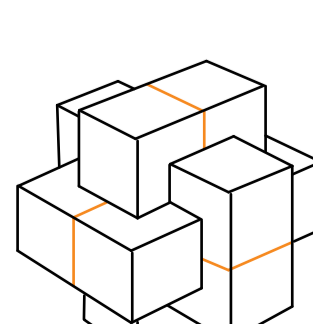
- **Competitive Pay and Benefits**
- **Growth Opportunities:** Engage in exciting projects and training tailored to your career aspirations.
- **Supportive Team Culture:** Join a collaborative team that values innovation, respect, and a positive work environment.
- **Access to Industry Leaders:** Connect with top companies and software partners.
- **Centrally Located Office:** Enjoy our office in the heart of the city.



ARE YOU INTERESTED?

Then we look forward to receiving your application online at jobs@balkanservices.com

The first part of our recruitment process is a task that we will send to approved candidates.



The second part of the recruitment process will be an interview with the candidates who succeeded with the task.