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Talent Acquisition and Talent Management Worldwide

Small & Medium IT Business Developer

Our Client is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected. Currently they are looking for a passionate S&M IT BUSINESS DEVELOPER.

The Role:

The Small & Medium IT Business Developer will be responsible for developing Small Business sales with selected resellers in Albanian market. Their mission is to increase the reseller's awareness and to drive monthly and quarterly revenue within their given territory. The ideal candidate has excellent communication skills, a professional demeanor and ability to quickly capture the reseller's mindshare and influence them to promote, sell and support small business products.

The ideal SMB Developer exhibits a high level of skill in all areas of communications, organization, presentations and time management. The SMB Developer must be customer-driven and possess the ability to successfully present networking products, programs and promotions to IT channel resellers focused on the small business market.

The position will require working remotely, so the individual must be proactive, self-motivated, creative, and flexible; consistently meet or exceed commitments, and exhibit a high level of integrity.

Direct reporting line to Balkan Regional Office.

Qualifications:

- Bachelor's degree or equivalent experience required
- Minimum 3 years outside sales experience
- Strong verbal and written communication skills
- Strong presentation and training skills
- Sound time management and organization skills
- Small business market networking technology product knowledge preferred
- Experience with IT channel sales a preferred
- Solution Sales experience is a plus
- Strong computer skills (MS Office, etc.)

Ready to challenge your potential? Apply now! To apply for this job, please send an application with a CV and cover letter at: borana.barjami@aims.al not later than **8 May 2016**.

Applications will be processed in strict confidentiality according to our [Privacy Policy](#) and the [Candidate's Card of Rights](#). Only short-listed candidates will be contacted.