

Job Description for Hiring New Employees / Contractors

To apply for this role, email your CV to hr@mercuriusit.com

Job Title	MS Dynamics ERP (Executive - Inside Sales)
Job Type	Permanent
Line Manager	Associate Director- Business Development
Main Duties & Responsibilities	<ul style="list-style-type: none"> • Following up on sales inquiries that are made by potential customers through website chats, emails, and inbound calls. • Actively sourcing new sales opportunities through cold-calling and emailing. • Setting up Team's meeting and face-to-face meetings with clients to understand their business needs. • Lead generation, cold calling, and email campaigns to create initial interest. • Supporting Data Team for adding data in CRM and fetching data from Lead forensics, credit safe accounts and adding leads in CRM Account. • Working with other team members and Marketing team to participate and initiate marketing campaigns for preparing webinar, blogs, newsletters.
Basic Qualification	Prefer a graduate who has an understanding and experience of Solution selling.
Experience	<ul style="list-style-type: none"> • This role would suit an experienced (minimum of 4 years) ERP new business sales professional who has a track record of deals that combine solutions, consulting, services, infrastructure, and software licenses. • The candidate should be used to dealing with complex businesses requirements with potential multiple companies' structure and divisions covering manufacturing, distribution, accounting, services and ecommerce. • Experience and knowledge of Microsoft, Dynamics 365 Business Central and other D365 products such as CRM, Power Apps, Customer Service etc. would be a distinct advantage.
Knowledge and Experience	<ul style="list-style-type: none"> • Working knowledge of Microsoft Dynamics ERP Solutions. • Must have sold Microsoft Dynamics ERP solutions to the small and medium size Enterprises (SME).
Skills	<ul style="list-style-type: none"> • Aggressive and Go getter. • Emphasis on Strong communication skills in English that is both written and spoken. • Office 365. • Must have a "Can Do Attitude".