

Job Description for Hiring New Employees / Contractors

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

Job Title	MS Dynamics ERP Software Sales Executive
Job Type	Permanent
Line Manager	Ahmed Maktari
Main Duties & Responsibilities	<ol style="list-style-type: none"> 1. In a full new business software sales role, your responsibilities would include but are not limited to the entire sales process. 2. This includes lead generation, cold calling and email campaigns to create initial interest and through qualification, identifying critical business needs, qualified meetings, documentation, controlling and closing opportunities. 3. Prompt response to leads and recording activities and actions in the internal CRM system. 4. Working with other team members and Marketing team to participate and initiate marketing campaigns.
Basic Qualification	Prefer a graduate who has an understanding and experience of Solution selling.
Knowledge and Experience	<ul style="list-style-type: none"> • This role would suit an experienced (minimum of 2 years) ERP new business sales professional who has a track record of deals that combine solutions, consulting, training, 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.
	<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"> • Emphasis on Strong communication skills in English that is both written and spoken.

	<ul style="list-style-type: none">• Office 365.• Must have a "Can Do Attitude".
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