The role is an **INDIVIDUAL SALES CONTRIBUTION ROLE** responsible for clients in each market space in Europe. You will be part of our sales & sourcing team. Work will be from home address and requires a strong self-discipline to make things happen.

You will be part of an international team that will support your fast integration into the relicensed software market. You will report to the Head of Sales that is based in Denmark & Head of Sourcing based in Germany.

**Requirements**

* Minimum 3-5 years of End-Customer sales/consulting/sourcing experience within Mid-Market or Enterprise Software sales
* Microsoft software sales skills with good licenses knowledge is a must have
* Good entry into the environment of Microsoft partners and consultants is a must
* Native Polish and good English (company language) skills are required both oral and in writing
* Good at calling out to clients, good at storytelling to capture the essence of our offerings, and of course a hunter type - you must generate results independently
* CRM knowledge is a plus – we use SalesForce

**Responsibilities**

* Pipeline management, both covering Partner leads or Direct sourcing leads
* Meetings with Customers & Partners, and weekly pipeline calls with the Sales & Sourcing team
* Biweekly 1-1 meeting with the head of sales & head of sourcing
* Part of the Marketing planning and events for your area
* Part of International Sales & Sourcing Events must be expected as well, as we help each other’s in the international team.

**What we offer**

* High flexibility in work life balance. You work from home and plan your daily tasks yourself
* Market competitive salary based on your skillset and experience. This is an 80% fix 20% variable commission plan
* Additional benefits as car allowance (700€/month), mileage allowance, paid mobile phone bill + Internet access, PC/Laptop (BYOD is possible)
* Different sales & knowledge trainings to improve your skillset based on your profile

Should you have any questions about the role, please contact us onsales@capefoxx.com