

Общество с ограниченной ответственностью «ОМНИНЕТ»  
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## Junior Sales Manager for Software

### Deployment Location: Moscow

At OMNINET we are committed to creating the leaders of tomorrow. To achieve this we recruit and develop junior talents and provide them a base for an exciting international career.

Only motivated candidates who are focused on results and ready to build successful future with us, both in the commercial and technical fields, need apply. Our company faces new global challenges and is therefore open to everyone who can reinforce our multicultural approach.

We are looking for specialist who have recently graduated or already have an working experience but wants to change field .

We are proud of our great united team, and believe - the stronger our team gets, the greater our achievements are.

### About the company:

OMNINET Russia and CIS is a stable vendor-company of the software product "OMNITRACKER". OMNINET covers Russian and CIS market, and distributes its software solution via an established Partner Channel of known system integrators.

Our customers are mainly medium and large size enterprises. Some references are: VTB24, OMK, Insurance company "Alliance", Moscow Exchange, BFA Bank, Pony Express, Yum! (KFC, Pizza Hut), DaSreda, Rolf, AutoSpecCenter, World Class, AlfaStrahovanie, Bank Saint Petersburg, Sportmaster, Lenenergo, Azercell Telecom, Bank Standard (Azerbaijan), Kazakhmys Corporation (Kazakhstan), and many more.

### What we offer:

- Interesting and challenging tasks
- Practice of English which is working language
- Stable work in an international company
- Mentoring
- Opportunities for growth and development
- Flexible working hours for students
- United team of professionals
- Opportunity to work with global leading companies

### Your responsibilities are:

- Target and make deals with new customer opportunities together with the Sales Force of our Partner Channel
- Provide Sales Support to the Partner Channel
- Professional presentation of our company and our products
- Maintain Opportunities inside the internal CRM Tool
- Participation in Fairs and Sales related Events
- Negotiation of Contracts
- Create Quotations
- Call leads & arrange demos

### Required Skills:

- Fluent English
- Higher education or final years
- Basic knowledge and understanding of ITSM
- Technical knowledge base
- Advanced MS Office (Word, Excel, PowerPoint, Outlook) skills
- Proactivity, intelligence, assertiveness, precision, good time-management skills
- Desire to learn and develop

Are you looking for exponential growth, both personally and professionally? Please submit to [ot-ru@omninet.ru](mailto:ot-ru@omninet.ru) your English CV and cover letter with answers on two questions:

1. Why do you want to work for OMNINET?
2. Why do you think you can be successful in this position?