



**Apprise Software**

**Inside Sales Associate — Brno, Czech Republic**

Apprise Software is a global leader in consumer goods distribution software. From our headquarters in North America, and global locations in Asia, Australia and Europe, Apprise Software provides whole business solutions, support and services for hundreds of companies responsible for bringing some of the world's most recognizable consumer brands to market everyday. Our Apprise® enterprise software application is designed for consumer goods manufacturers and distributors whose products are sold through leading retailers around the world. Industry specific tools and functionality, combined with the latest technology and best practice standards, help companies maximize their operational efficiency and profitability.

### **Position Description**

The inside sales associate works as a critical member of the Apprise Software marketing team to help identify consumer goods manufacturers and distributors that fit our target market. Job responsibilities include, but may not be limited to: Internet and database mining to identify and research prospective target companies; contacting prospects by phone; identifying appropriate contacts within target companies; developing relationships with prospects to identify business challenges and communicate how Apprise can help address their needs; and setting up appointments for outside sales representatives. As an inside sales associate, the qualified candidate will be responsible for list management, recording and managing ongoing account activity, communicating account status and coordinating appointments for the direct sales team.

This is a great opportunity to gain experience in the marketing and sale of complex business application software. As an inside sales associate you will be engaged in activities from target market identification to demand generation. Your contributions will help build top-line revenue within a business-to-business technology organization. Successful candidates will have career development opportunities into other sales and/or marketing roles.

### **Job Requirements**

Applicants should have an interest in technology related products and services, and be proficient in the use of common PC-based applications such as Microsoft Excel, e-mail and the Internet. Apprise Software seeks outgoing, self-starters who are detail oriented and have strong interpersonal, written, and verbal communication skills. Applicants who are pursuing, or who have attained a bachelor degree in business administration, marketing or communications, are preferred.

### **Contact Information**

Please send your resume, cover letter and salary requirements to [jobs.cz@apprise.com](mailto:jobs.cz@apprise.com) and reference *CZ-Inside Sales Associate* in the email subject line.