

Job Description



SALES EXECUTIVE

Location: Mumbai/Pune

About us: Established in 2017 in the UK, Percipere is a fast-growing Premier Process Integrator for ERP and Process re-engineering engagements that works with leading clients in Europe, Americas, Middle East and India. We have ambitious growth targets in APAC market, and this role will play a pivotal role in helping achieve these targets.

Percipere is looking for a talented technical content writer to contribute to our vision of our marketing initiatives with compelling content. Your role will involve understanding the complex details of and around the product and services & articulate them in clear, concise and illustrated manner.

You must have decent experience with Enterprise ERP Cloud and SaaS B2B products & associated services & expertise in writing, a comprehensive understanding of the technical products and services, and experience in blogging to achieve business goals.

Requirements:

- ✓ Experience 4-5 years
- ✓ Successful Sales within IT/Consulting Services Business – a hunter with proven experience in sourcing leads, selling technology solutions and developing new logos.
- ✓ Adept at building and nurturing relationships based on mutual respect.
- ✓ Domain knowledge across Enterprise Value Chain for identifying business challenges.
- ✓ Strong opportunity qualification skills with the ability to define and articulate ERP, RPA and Process mining value proposition.
- ✓ Developing pipeline and delivering to target sales numbers.
- ✓ Ability to develop a deep understanding of Percipere's customer proposition and articulate to prospective clients.
- ✓ Knowledgeable in SAP Cloud ERP (SAP Business ByDesign and SAP S/4HANA Cloud) and RPA (UiPath) solutions; Process mining knowledge will be an advantage
- ✓ Existing network within SAP and UiPath RPA sales

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