

ISIS Papyrus is a profitable, privately owned group of companies founded in Austria. The software enables business applications for digital transformation and communication. We have more than 350 employees worldwide. ISIS Papyrus now has 16 branches on three continents with headquarters in Austria, America and Singapore.

Due to exciting new customer projects, Papyrus Software is looking to recruit talented and ambitious talents to join our professional services team.

Software Sales Lead Generation Specialist (m/f/d)

Your tasks:

An experienced Lead Generation Specialist with a solid track record for prospecting, qualifying and generating new software sales leads to support the Regional Business Development Managers. An individual highly motivated, self-starter able to identify and develop new business prospects from multiple sources including inbound marketing leads, prospects lists, discovery and individual resource. A dynamic personality with a drive to reach decision makers is essential! You will report to the Vice President of Sales.

- Develop new business via telephone and mass communication such as email and social media to introduce the ISIS Papyrus Solution and identify appropriate buyers within the target market.
- Follow up on leads and conduct research to identify potential prospects.
- Conduct a needs analysis and determine prospects pain points to determine how the ISIS Papyrus Solution will speak to those needs.
- Identify key buying influencers within these prospects to determine budget and timeline.
- Build and cultivate prospect relationships by initiating communications and conducting follow-up communications in order to move opportunities through the sales funnel.
- Work with the Regional Business Development Managers and VP of Sales to develop and grow the sales pipeline to consistently meet quarterly revenue goals.
- Manage data for new and prospective clients in Papyrus, ensuring all communications are logged, information is accurate and documents are attached.
- Prepare and analyze sales pipeline reports and dashboards.

Your profile:

- Bachelor's Degree in Business, Communications or related field
- 1-3 years telemarketing and/or inside software sales experience.
- Demonstrated ability to meet and/or exceed determined sales and activity quotas.
- A proven track record of strong client relationships.
- Excellent client service skills.
- Excellent written and verbal communication skills.
- Proficient in MS Office products (Excel, Word, MS Outlook, MS PowerPoint)
- Experience with CRM Software



Why ISIS Papyrus?

- Dynamic, open-minded and international working environment
- Innovative, leading software solution
- Personal development within the company
- Long-term employment in a profitable group



Annemarie Pucher, CEO

Become part of our company and apply now with your CV and picture at

recruitment@isis-papyrus.com

An extremely attractive, performance-based and transparent remuneration system is waiting for you.