

Sales Engineer (SE 08/2017)

LEXIS S.A. is a dynamic and aggressive company that is dedicated to successfully market state-of-the-art telecommunication products and power solutions in the Greek and surrounding territories. The company was established in Athens Hellas in 1986.

LEXIS' main objective is the commitment to excellence & customers' satisfaction. To achieve this goal, the company has invested on employees with strong technological background who understand requirements and provide the proper solution to meet customer's needs.

Through strategic co-operations with leading foreign and Greek manufacturers and distributors of Telecommunication products, LEXIS provides pioneering technological products and services in the areas of:

- Network and information Security
- IP Surveillance (IP Cameras) and Data Analytics
- Internet access and interconnectivity VPN solutions
- VOIP Telephony(iPBX and IP telephones)
- Software products for network management, Internet working, Remote Access, Voice-Data Integration, Multi-protocol/Back-bone active equipment
- WiFi indoor and outdoor solutions for hotels, restaurants, bars, beaches etc. Point to Point and Point to
- Multipoint via RF or LASER wireless connectivity products

The company is also a main supplier of Uninterruptible Power Systems (UPS) & UPS Management solutions.

About the Role

We are looking for a young talented and driven **Sales Engineer** to sell scientific and technological products and solutions and/or services to customers in the private and government sectors.

You will play a fundamental role in achieving our ambitious yearly revenue targets. You must be comfortable making a high volume of calls and meetings per day, hunting for new business, qualifying prospects and closing sales.

Responsibilities

- Generate a pipeline of sales opportunities, outbound sales generated lead campaigns, and driving upsell business into the existing LEXIS base of customers
- Drive customer understanding of LEXIS offerings in business value to decision makers through a deep understanding of LEXIS collaboration portfolio and online product demonstrations
Research accounts, identify key players, and generate interest to expand your list of prospects within your territory
- Build channel partnerships to develop pipeline and close deals
- Understand customer needs and requirements
- Drive customer understanding of LEXIS solution business value
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Schedule and perform effective demos to prospects
- Close sales and achieve quotas

Desired Skills and Experience

- 2+ years of sales experience (technology industry preferred)
- Strong presence and experience in a high-volume customer interaction environment
- Passion for technology and aptitude to learn new developments
- BA/BS degree or equivalent
- Ability to multi-task, prioritize, and manage time effectively
- Ability to thrive in a fast moving, high energy, dynamic environment
- Be able to prepare and deliver offers and or technical presentations explaining the proposed solutions and services if necessary to customers or to a group of people.
- English: speak, read & write (proficiency level)
- Driving license (Auto/Moto)
- Age: up to 35 years old

We offer: salary and bonus, continuous trainings in house or abroad and a pleasant working environment.

Please send us your CV at career@lexis.gr (Job Code: **SE 08/2017**)