

If you have a mobile, you have most likely interacted with us. Why are we so sure? Only last year, over the half of the world's population interacted with businesses through our platform. And we are just starting. By 2018 we want to interact with every mobile user on the earth. Do you fancy transforming the way businesses interact with customers and help them grow?

## SALES SPECIALIST (Sarajevo)

### Why is this role important at Infobip?

In less than 10 years, we have rapidly grown from three brave founders into an international IT company. To achieve our mission of reaching every mobile user on the planet by 2018, it is essential to continue building great relationships with new clients. As a Sales Specialist, you will have direct impact on how our business continues growing by helping new clients develop their businesses.

When joining our team, first you will go through an extensive training process in order to learn everything there is to know about Infobip and our solutions. You will be attending 2 weeks long [Business Academy](#) and going through and on boarding program after which you will be ready to impact the way businesses interact with their clients and help them improve their communication.

### You're main responsibilities will be:

- Intensive market research with focus on expanding the company's customer base and identifying new business opportunities within the assigned territory
- Presenting our telecommunication services to a range of potential business partners
- Frequently holding meetings within the given territory to boost profit and develop relationships with customers
- Attending trade fairs and other industry events in order to expand your network and boost our business relationships
- Collecting product feedback and conveying ideas for improvement to our technical teams
- Managing the entire sales process with analysis of competitors and business intelligence activities

### More about you:

- You have a degree in Business, Management, IT or other equivalent qualification.
- You are able to present products and ideas with ease, confidence and persistence
- You have flexible personality and you are ready to travel on long and short terms
- You are not afraid to engage in sales process and negotiations
- You have strong analytical skills and passion towards technology
- You speak fluently to clients, partners and colleagues alike and have great command of English.

### Why our employees choose us (and stay)?

**Awesome clients** – We serve and partner with the majority of the leading mobile operators, OTTs, brands, banks, social networks, aggregators and many more, such as Viber, Zendesk and O2. Work with the world's leading companies and impact how they communicate with their users!

**Opportunity Knocks. Often.** – We design career paths tailored to each department and team. Lots of opportunities for growth and development; whether it's horizontal, vertical, or angular, we want to support the path that you want to carve.

**Grow your knowledge** – Learn as you go, starting from the Academy as an on boarding program, to internal education and e-learning to external education. Knowledge is for sharing, and learning is a path to growth.

**Meet the world** – Work with people from different countries, participate in the biggest IT and Telecom events, join us in Summer Connect conference in Croatia. Act globally.

**Compensation & Benefits** – Competitive salary, travel allowance, expatriate compensation packages for your business trips, rewards and holiday bonuses, a team taking care of all the equipment you need, team buildings and other organised activities, organised sports, kitchen stocked with the usual suspects... Talk about a balanced lifestyle!

### Apply now and get involved in something great!

If you're interested, we would like for you to tell us about yourself and why you're excited about Infobip. Please include whatever you feel would best help us understand your background and accomplishments. Visit our website and apply for this position on the following [link](#). If you have any questions feel free to contact us on [careers.bih@infobip.com](mailto:careers.bih@infobip.com).