https://easydo.co/job/it-sales-executive/

IT Sales Executive

Hiring organization
EasyDo Digital Technologies

Employment Type
Full-time

Duration of employment
full time

Industry
IT Services

Job Location
Bucharest

Date posted
August 26, 2026

Description

Empowering our Clients with People-Driven Digital Innovation Across Europe

We are a Group managing digital IT services and solutions , driven by people, innovation, agility, and deep industry insight. We are working with the largest private and public institutions to deliver IT services and solutions. Being an entrepreneurial digital services group with a Human-Sized Tech Company, we are built by passionate experts and led by seasoned leaders in IT and digital transformation.

Responsibilities

- Reporting to the Sales Director, you develop the sales activities for our range of PaaS solutions and services.
- The Junior sales executive is responsible for handling sales leads and converting them into new business opportunities.
- The Sales executive prospects by making outbound calls, utilize email and other electronic sales techniques in support of the prospecting effort.
- He will participate in business events and fairs, representing the company's products and services.
- Initiating telephone and email contact, to discover commercial opportunities, either from closed/ lost previous opportunities or through discovering net new business.
- Develop a targeted approach for each category;
- Come up without the box thinking /innovative ways of finding leads
- Maximizing coverage within the defined region and penetrating organizations with **Easydo products** and services by providing support to qualified prospects and customers (including follow-up, product information, quotations and closures).
- Meet monthly KPI's such as number of created opportunities (measured through the weekly/ monthly activity reports).
- Qualification sales leads and the qualification new resellers when necessary.
- Update CRM with lead information and actions (calls, mails, demos etc.).
- Developing a solid working knowledge of **Easydo Software products and services** and the benefits they provide to potential customers.

Qualifications

- Sales experience is a plus; knowledge of IT industry preferred
- Bachelor's Degree preferred (a combination of education and experience will be considered)
- Outbound calling experience is a plus
- Exceptional verbal and written communications skills
- Ability to work independently with limited direction; must be a high-energy, motivated self-starter
- Ability to adapt to changes in roles and responsibilities
- **Fluent in English**

- Knowledge of basic business research tools (LinkedIn, Google, CRM, etc)
- Proficiency in MSOffice based automation tools (Excel, Outlook, etc)
- Strong interest and passion for technology innovation and the industry
- Excellent correspondence skills (Outlook, Instant Messaging, and over the phone).

Job Benefits

- Competitive salary and the opportunity to have a meaningful job where you can make a difference
- The chance to continuously evolve as a professional
- Medical insurance & Meal tickets.

Contacts

With a team of 250 dedicated professionals, we combine technological excellence with a people-first culture. We believe in empowering talent, nurturing careers, and building long-term trust with our clients and our teams.