N(3) is a sales and marketing solutions firm dedicated to working with software and technology solutions providers. Our client base includes a range from small start-up companies to market leaders such as Microsoft, SAP, Citrix, and more as well as their partner networks. N(3) has sustained rapid growth since its founding in 2004.

Position Responsibilities:

- Support Microsoft Sales Leads and Subsidiary Leads through analysis of pipeline reporting.
- Preparation of information and data to be used during pipeline review meetings.
- Analysis of pipeline to determine adherence to appropriate sales processes and procedures as well opportunity management standards.
- Determining missing data, incorrect, duplicate or outdated records.
- Identifying and fixing any inconsistencies or gaps in data quality.
- Managing pipeline integrity issues specifically as related to duplication between several related opportunities.
- Maintain high and consistent standards with respect to opportunity management.
- Must understand and be able to execute on pipeline coverage and forecasting.
- Communicating effectively to management when action is required.

Requirements:

- Sales operations or pipeline management experience working for Microsoft as an employee, vendor or partner.
- Must have excellent organizational and communication skills.
- Must be able to multi-task effectively.
- The ability to learn quickly, and retain knowledge, is required.
- Strong interpersonal skills and a high level of integrity required.
- Candidates who are self-motivated and have a strong work ethic are required.
- College degree required.

Για περισσότερες πληροφορίες και διευκρινήσεις επικοινωνήστε με τον Όμηρο Σταμέλο, απόφοιτο του ΔΕΤ, στο omstam@yahoo.gr