

**Job Title: Inside Sales Executive – Italy**

- Opportunity to join a highly successful, privately owned software company
- Milan Office based role

**Company Description:**

Levi, Ray & Shoup, Inc. (LRS), founded in 1979, is a privately held multinational corporation headquartered in Springfield, Illinois. LRS is consistently ranked in the list of top software companies of Software Magazine's annual Software 500. We employ more than 600 people worldwide in North America, Europe, Asia, and Australia.

**Job Overview:**

- Lead generation
  - General research and understanding of accounts
  - Telesales activities, e.g. cold calls, value proposition positioning, scheduling meetings approx. 80% of their time spent on prospecting/hunting.
  - Manage inbound leads e.g. from website or campaigns and follow up.
  - Support the sales cycles of opportunities of account managers.
  - Goals based on Regional goal along with individual targets.
  - Depending on future regional performance and growth has the capacity to grow into an Account manager position.
- Marketing and Communication
  - Assist in the creation of new marketing campaigns.
  - Support marketing activities, e.g. social media marketing initiatives.

**Requirements**

- Essential
  - 3 years+ IT Sales experience e.g. Telesales.
  - Educated to degree level.
  - Fluent in Italian and English.
  - Excellent communication skills.
  - Strong objection handling skills.
- Non-Essential
  - Knowledge of the printing space e.g. Printer vendors, print management software.

For more information about LRS' EOM operations see [www.lrsoutputmanagement.com](http://www.lrsoutputmanagement.com). To apply, send your CV to [Karin.bopp@lrs.com](mailto:Karin.bopp@lrs.com).