



The team at MacroView continues to build on its longstanding success, providing document management solutions to customers around the world.

At MacroView, we are passionate about helping organisations implement and optimise document and email management solutions through our proven software products. We service customers around the world with our document management solutions that integrate seamlessly with the world's leading collaboration and communication platform, Microsoft 365. MacroView is a member of the Software Combined Group, a fast-growing software aggregator based in Sydney.

We are looking for a talented and driven **Sales & Marketing Manager** to join our team based in Sydney. Reporting directly to the CEO, you will be responsible for driving revenue generation and leading all aspects of our sales efforts across multiple channels. Your role will encompass targeted marketing, identifying and pursuing new sales opportunities, building and maintaining relationships with customers and partners and negotiating contracts and deals. You will also work closely with our product and consulting team to ensure that our products and services continue to meet the needs and expectations of our customers.

We welcome candidates with a proven sales track record in B2B software and strong business acumen who seek the opportunity to help grow a global software and solutions business.

What you'll do

As Sales & Marketing Manager and key member of the MacroView Leadership Team you will have the following duties and responsibilities:

- Conduct market research and analysis to identify new sales opportunities and industry trends
- Demand generation through mainly digital marketing initiatives reaching targets globally
- Reach out to existing and prospective clients via email, phone, social media and in-person meetings
- Develop and implement sales strategies and plans to achieve revenue and growth targets
- Present and demonstrate our software products and services
- Build and manage our partner network and channels
- Negotiate with clients and partners
- Collaborate with the internal teams to provide feedback and suggestions for product enhancements
- Track and report on sales performance and metrics
- Prepare and deliver sales reports and forecasts to management
- Build and manage a small team of sales consultants

What we expect from you

- At least 10 years of experience in sales, marketing, and channel development
- Proven experience as a sales manager or similar role in B2B software
- Proven record in customer lead generation
- Strong business acumen
- Excellent communication, presentation, and negotiation skills
- Excellent consultative sales and relationship management

- Strong knowledge of software products and services, especially in the areas of Microsoft 365 and document management
- Proven to be a great people leader and demonstrate passion for building a collaborative culture
- Ability to work independently and as part of a team
- Goal-oriented, proactive, and results-driven attitude
- Ability to travel occasionally to meet clients and attend events
- Proficient in Microsoft 365, CRM software, and other sales tools
- Be highly focused and self-motivated.

What we desire from you

Previous experience working for a software company, preferably a small / medium size business.
Ability to motivate and inspire a small team to achieve sales targets and deliver high-quality service to customers.

What we will provide

Full time role.

Central CBD location with flexible work from home policy.

Small company where your actions have a direct impact on thousands of customers around the world.

Work with an established team with solid technical expertise in the Microsoft 365 environment.

You become a member of the MacroView Leadership Team and will have the opportunity to actively engage with peers within the wider Software Combined Group.

How to apply

Complete the application at the following link: <https://wkf.ms/3OK4dYx>.