



Sales Director for HR Intranet powered by AI

Company: Kala Solutions

Website: www.kala-solutions.com

Location: Anywhere in Brazil/Remote

About Kala Solutions:

At Kala Solutions, we are revolutionizing the HR sector with our AI-powered HR intranet software. Our mission is to simplify HR management for businesses through innovative and intuitive solutions. As a startup, we value creativity, agility, and the ability to make a significant impact from day one.

Job Description:

We are looking for a talented and motivated SAAS Sales Representative to join our dynamic team. You will be responsible for promoting and selling our HR intranet software to companies of all sizes. Your goal will be to understand the needs of potential clients and offer them tailored solutions using our advanced AI technology. Additionally, you will handle the onboarding of new clients to ensure a smooth transition to our solution.

Responsibilities:

- Prospect new clients and identify sales opportunities.
- Present and demonstrate our HR intranet software to prospects.
- Understand specific client needs and offer personalized solutions.
- Negotiate and close sales contracts.
- Maintain strong and lasting relationships with clients.
- Collaborate with the marketing team to develop effective sales strategies.
- Achieve and exceed monthly and quarterly sales targets.
- Manage the onboarding of new clients to ensure a successful integration of our solution.
- Provide ongoing support to clients during the initial implementation phase.

Desired Profile:

- Proven experience in selling SAAS solutions, ideally in the HR or technology sectors.
- Experience as an Account Manager in a recruitment or temporary employment company is a significant advantage.
- Portuguese AND good level of English (written and spoken)
- Experience as HR Manager HR is a plus
- Proficiency with CRM tools and online prospecting techniques.

- Excellent communication and presentation skills.
- Ability to understand and explain complex technologies.
- Initiative and ability to work independently.
- Passion for innovation and new technologies, particularly artificial intelligence.

What We Offer:

- Attractive compensation with a motivating commission system.
- The possibility of remote work with flexible hours.
- Continuous training on our product and sales techniques.
- A dynamic and innovative work environment.
- Career development opportunities within our growing company.

How to Apply:

Send your CV to careers@kala-solutions.com, join Kala Solutions and be part of the transformation of human resources through artificial intelligence!