



## Licensing Sales/Sales Excellence Specialist (m/f)

We are looking for an energetic and flexible individual to join us as the Licensing Sales Specialist in Enterprise Partner Group in Microsoft Serbia. The ideal candidate must have a Sales and Relationship Management experience and thorough understanding of MS volume licensing offerings; have the background to provide leadership in the practice and a demonstrated effectiveness in licensing and client management.

### Roles and responsibilities:

- Analyze the risks and big bets (historical, current and future) from a licensing perspective within the territory or subsidiary.
- Present at/participate in account planning and opportunity generation sessions.
- Advise Account Managers on the best licensing options following a review of the account plans.
- Contribute to opportunity engagement strategy planning.
- Meet with customers as needed to provide them with a snapshot summary of their licensing history with Microsoft; to determine the need for potential concessions or exceptions for opportunities at hand; and to probe for what is going well/not going well.
- Debrief with Account Managers pre or post customer meetings to contribute to the effective development of opportunities at hand.
- Meet regularly with Account Managers to discuss priorities.
- Schedule meetings with the Sales Managers and subsidiary Leadership to review all-up pipeline reports, sales performance, gaps or empowerment requirements.
- Establish close collaboration with internal stakeholders who own empowerment that falls outside of field guidelines (e.g., Licensing Executive/Business Desk/LCA).
- Build different financial models to meet customers' requirements and needs.
- Develop the agreed-upon financial option into the licensing section of the overall proposal.
- Attend meetings/ discussions/negotiations with customers as needed as opportunities develop through the stages of the sales cycle.
- Work with customers, or work through the partner channel (e.g., LARs – Large Account Resellers), to ensure full customer deployment of licensing programs (EA Value Briefings, MVLS demonstration, registration of SA benefits, etc.).
- Solicit feedback from customers and LARs either informally or through targeted meetings.
- Drive Sales Processes, own Forecast and Rhythm of the Business – Drive Sales Segments and individuals with the goal of accelerating pipeline and improve accountability and accuracy within 5% to forecast. Leverage WW Forecasting Process and Tools where available, generate reports and analytics necessary for subsidiary and segment leadership to have right level of insights for quality decisions.
- ROB & Reporting - Manage the ROB process (weekly, monthly reviews, quarterly business updates). Own report preparation, timeliness, and accuracy. Build action management plan following ROB outcomes, leveraging analytics.
- [Prepare weekly segment and subsidiary leadership meetings, surface right reports with adequate level of](#)

- [details and critical questions to facilitate decisionmaking and sales governance for sales](#) over performance
- Drive key Sales Excellence process, tools and readiness. Drive quality completion of Account Planning, Opportunity Management, Business Management, Executive Business Reviews, Quality of Proposal Reviews, Coaching and Inspection for Quality.
  - Own Quota Setting Process – Support Management in setting sales quotas in line with given frameworks and timelines.
  - Segmentation – Own the annual segmentation process
  - Account profiling – Lead, coach the sales teams in the annual account planning and profiling activity by providing account level insight.
  - Business Investments – Manage and coordinate usage of Business Investment funds

- Drive seasonal cross-subsidiary business planning to align the leadership on the key goals and priorities and resourcing across the sub i.e. MYR, April forecast, MYR, Year-end etc.

- Lead cross subsidiary recommendations and actions to achieve subsidiary goals, drive "green" on the subsidiary scorecard and achieve quarterly accountability targets

-- Establish, drive participate and orchestrate critical WW processes and tools: ROB - MBU, QBU, MYR, Forecast Management, Budget Planning. Drive clarity of roles and responsibilities down to team and individual level that align to Segments business priorities.

- Lead and delegate the tasks and activities to the team of 2-3 individuals as single point of contact for internal local and area stakeholders


#### Requirements:

- Must have a degree in IT, Sales or Business Management, or equivalent work experience.
- At least 3-5 years related experience.
- Licensing experience required
- Experience with designing and providing Microsoft Volume Licensing Solutions to Large Organizations (advantage)
- Strong relation and negotiation skills
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**This position is an internal agent position (contingent staff) and employed by E-Search d.o.o. in service for Microsoft.**

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*Please note that only short listed candidates will be contacted. All applications will be considered under the terms and conditions of confidentiality in accordance with the regulations of personal data protection.*



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