

Job Title	Sales Representative
Department	Sales Department
Location	Ramallah

First Sales Hire at Iris Solution

If you want to truly be a critical part of a company, here's your chance. You'll be joining sales forces in one of the Palestine's growing companies. You'll report directly to Sales Manager while in charge of selling Iris's Sensory Products and Solutions targeting kindergartens, schools, hospitals and rehabilitation centres.

Here's your mission, should you choose to accept it:

- Report directly to Sales Manager, while documenting through company's CRM.
- Close deals from beginning to end. Lead the full sales cycle from sourcing, cold calls, potential client visits, product demos, all the way to closing the deal.
- Collaborate with Head of Product to help drive product strategy and sales strategy.

Things we love:

- **Relentless:** You will not be denied - if it takes 20 attempts to get to the right people, you plan out 40 to make sure it happens.
- **Work ethic:** Honesty, resilience, patience, long-term planning, short-term tactics.
- **A Sales-person in the heart:** You know your trade and you want to push it's boundaries.
- **Tech savviness:** Understanding technology-sales.
- **Continual growth:** A thirst to learn and be better every day, for yourself, for the team, and for our customers.
- **Education-related Background:** A plus if you have a degree in education or rehabilitation related fields.

Why you'll love it here:

- **Step Up your Game:** Have you always felt you can do better but never got the chance to prove it? Accept the challenge, join Iris, and break free from conventional working environments and become part of the unique and novel world of Iris
- **Get on board to do Good:** If you always wanted your work to go beyond "business as usual" and create something that touches the lives of others, then you have come to the right place. At Iris, we merge innovation & social responsibility, we serve quality and magic to the most vulnerable.
- **Join the coolest team in town:** We are welcoming, fun to be around, enjoy food together and laughing a lot to keep up the right level of vitamin C. We work like in one big bee-hive.



Iris Solutions

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- **Access Perks and incentives:** Be the best you with Iris, upgrade your skills with up-to-date training, we will not leave you hanging in yesterday's world. Core team members are eligible to stock option.

About Iris Solutions

Iris Solutions is a Palestinian L.L.C., registered in 2010, operating in the field of custom interactive & touch technology. In 2013 Iris ventured into the area of assistive technology.

Interactive Tech. Department offers the service of custom touch-driven software & hardware development. Interactive Dept. have executed more than 50 local and international projects.

Assistive Technology Department is currently the leading provider and largest market share holder of sensory environments in Palestine. Currently, there are more than 8,000 children and adults are using Iris sensory products.



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