

★ SALES-МЕНЕДЖЕР, 53 000 ГРН.

🔄 10 лютого
2020

📍 Місто: [Київ](#)

Вік: 34 роки

Режим роботи: повний робочий день, віддалена робота, плаваючий графік роботи

Категорії: Офісний персонал, Торгівля, продажі, закупівлі

✓ Готова до відряджень

Досвід роботи

Business Relationship Manager

Web-Peppers (IT outsourcing, outstaffing, recruitment), Київ

03.2016 – По теперішній час (8 років 1 місяць)

Обов'язки:

Experienced IT sales manager (over 4 years in B2B, B2C - USA, EU markets) is looking for a position at a highly growing company (office or remotely).

I have a successful experience in building business relationships from little or nothing, selling outsourcing, outstaffing and recruitment services, full sales cycle.

Responsibilities:

Sell IT Outsourcing:

- Researching new sales opportunities within the existing portfolio and identifying of the new potential customers, partners within the allocated sales area.
- Researching for key people inside potential customers company to establish a relationship.
- Identification of client's needs.
- Providing customers and potential customers with information about company services.
- Preparing business offers.
- Negotiating with clients regarding price, deadlines, agreement conditions.
- Preparing invoices.
- Controlling the process of payments from clients.
- Collaborating closely with the project management team to determine requirements for proposals, ensuring projects stay within budget and allocated time frame.
- Monitoring customers feedback.
- Proactively helping to resolve issues with clients, partners.
- Developing strong relationships with strategic new customers so that they are positive towards the company as a strategic partner.
- Actively updating and using the CRM system with new sales opportunities and track all opportunities inside that system.

Sell IT outstaffing:

- Researching companies and identifying new potential customers who already use outstaffing services or might be interested in it.
- Studying client's company profiles, open vacancies etc. to identify explicit or hidden needs.
- Preparing relevant information regarding outstaffing services.
- Contacting the responsible person to start negotiations, identify needs and receive requests.
- Negotiating with clients regarding rates/salaries of developers, projects start date, project duration, work schedule, agreement conditions, payment terms etc.
- Working closely with the HR department to provide candidates that exactly match clients' requests.
- Setting up interviews for candidates, monitoring customers feedback.
- Monitoring cooperation process between clients and developers to prevent conflict situations, misunderstanding.
- Taking care of all issues regarding payments from clients.

- Developing strong relationships with customers and extending possibilities of mutual cooperation.

Sell IT recruitment:

- Researching potential clients who use recruitment services or might be interested in it.
- Studying requirements, preparing relevant information regarding recruitment services.
- Contacting responsible person to start negotiations, agree on the bonus for providing recruitment services and agreement conditions of further cooperation.
- Working closely with Recruitment department to provide clients with a quick feedback that includes deadlines, when first CVs will be sent for consideration, average cost of developers with required skills.
- Setting up interviews for candidates, monitoring customers feedback.
- Settlement of the payment issues from clients.
- Extending partnership, exploring new possibilities for cooperation.

Освіта

[Classical private university \(CPU\) \(Запоріжжя\)](#)

Спеціальність: Marketing (Economics)

повна вища, 09.2006 – 07.2010 (3 роки 9 місяців)

Знання мов

Англійська - Вище середнього