



Ваш надежный помощник

Sales Manager

📍 Киев,

Компания: Wagner International

Рубрики: [Торговля, продажи, закупки](#)

Пожелания к сотруднику

Образование: полное высшее

Опыт работы: не требуется

Описание вакансии

Dear Applicant;

Wagner Consulting is a leading, reputed and trusted multilingual service company as well as a media agency. Our mission is to provide individuals and businesses with accurate, professional, and authentic services at affordable prices in the fastest turnaround time.

At Wagner Consulting, we offer clients a wide range of services across a multitude of service solutions and diverse industries. Regardless of the project size, scope or complexity, Wagner Consulting caters to all client needs. We provide you with excellent and specialized services for IT solutions of any type. Simply put, we have the experience, the expertise, the knowledge, and the team to cope with any task on time and budget ensuring your complete satisfaction. Our team helps you surpass all limitations including time, communication, and geographical barriers and establish a strong presence worldwide.

Wagner Consulting is currently seeking experienced sales professionals to further expand our business;

Responsibilities will include:

- New client outreach, business development, lead generation,

maintaining client relations, selling localization solutions and

other services to IT, Economy, Political and Business sectors especially to Global Players as well as Medium and Small Sized Companies.

- Online Sales Activities and direct mailing campaigns to generate new income with both existing and new clients.
- Set up campaigns for special offers online, in print or via mailing campaigns.

Requirements:

- Develop an effective understanding of the capability, benefits and competitive advantages of our solutions and products
- Identify prospective customers and individual organizations to focus on sales activities
- Develop new client relationships via cold calling, the Internet, and trade shows
- In coordination with Sales Management, identify, qualify, develop and close sales opportunities
- Promote and educate clients regarding our services
- Provide customer support and manage client expectations in liaison with the Production Team
- Manage and control pricing and contractual issues by developing a thorough understanding of company procedures
- Take an active role in learning about each client's industry, business needs, and company culture to identify new business opportunities and provide a high level of service
- Develop marketing strategies
- Perform other special projects or duties when required
- Coordinate actions with the IT division and include them when necessary
- Proven track record of achieving ambitious sales goals
- Proven track record of successfully selling services to leading

companies

- Proven prospecting success and ability to manage client expectations

We offer a long-term position in a strong, profitable and growing company, with a

a global reputation for professionalism and reliability;

- The mid-term goal is to build up a team around the Sales Manager and have the Sales Manager be promoted to Division Leader.

Looking forward to hearing from you!

Контактная информация

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