



Sales Representative

📍 Львов,

Компания: Devtorium

Рубрики: [IT, WEB](#)
[специалисты](#)

Пожелания к сотруднику

Образование: не имеет значения

Опыт работы: от пяти лет

Описание вакансии

Project Description:

Devtorium is searching for a Sales Manager to join our established sales team. In this role, you will help to grow our sales in outsourcing and outstuffing services as well as our product and expand our customer base at both a local and international level, contributing to our rapid growth.

Responsibilities:

- Represent our brand in a professional, successful manner that results in repeat business and a positive customer experience
- Regularly interact with customers to understand their needs and recommend the right products and services for them
- Be knowledgeable about company services and product, and be ready to answer any questions
- Identify prospective customers, lead generation, and conversion
- Emphasize the features of services to highlight how they solve customer problems
- Negotiate prices and terms and prepare sales agreements
- Collaborate with colleagues in many different sectors. Coordinate with other team members and departments to optimize the sales effort
- Maintain contact lists and follow up with customers to continue relationships
- Schedule meetings and presentations with prospects
- Create, plan, and deliver presentations on company products
- Track all sales activities in company CRM system and keep current by updating account information regularly
- Develop strong, ongoing relationships with prospects and customers

Requirements:

- 3-5 years of experience, ideally within our industry
- Portfolio with successfully closed cases
- Impeccable interpersonal and customer service skills, even in high-stress situations
- Strong sense of ethics and business acumen
- Excellent problem-solving skills
- Ability to work independently, while contributing to team-wide efforts
- Familiarity with relevant sales software and technology
- Sharp negotiation and time management skills
- Proven ability to meet and exceed sales quotas
- Strong verbal and written communication skills
- Working knowledge of CRM systems

Контактная информация

Контактное лицо: YuliiaTomilenko