



Channel sales, Current accounts sales manager, 30000 грн.

Житомир,

Компания: SalesNash

Рубрики: [IT, WEB специалисты](#), [Торговля, продажи, закупки](#), [Телекоммуникации и связь](#)

Пожелания к сотруднику

Образование: не имеет значения
Опыт работы: обязателен
График работы: полный рабочий день

Описание вакансии

We are looking for a talented Sales Manager to join our team at SalesNash. We're a fast-growing company that works in B2B lead generation and outreach.

SalesNash is a young, but also cool and fast progressing company. In the period of 3 years of active and creative work, we've managed to develop into a company with 40 employees, 250 successfully completed projects and grand plans for the future.

Our mission:

«SalesNash is there to help clients become successful in the short term through innovative approaches to selling their products and services».

Working conditions:

- Working hours Mon-Fri from 14:00 to 23:00;
- Learning at our training center; our company's trainer will help you adapt and get you ready to do the job;
- Young, friendly team;
- Office in the city center or remote;
- Paid vacation (20 working days per year);
- Guarantees, corporate events and bonuses from the company.

Responsibilities for the partnership part:

- Maintain constant communication with our resellers (non-customer) and partners (customer);
- Coordinate partnership activity (posts on social networks (mostly LinkedIn), spread of the word at conferences and other events, etc.);
- Generate new partnership opportunities to grow the channel sales effort;
- Provide customers and the team with data on the current state of things on a regular basis.

Responsibilities for quality assurance:

- Maintain constant communication with customers, identify their problems;
- Organize meetings with clients about their needs;
- Expand the account size of the customers that are satisfied with the service (adding new team members, new paid services, etc.);
- Collect data from the team on new available practices, and offer it to customers to expand accounts;
- Reach out to customers in case of dissatisfaction, and discuss ways to solve problems;
- On request assist the team with gathering the client's service satisfaction rating.

You're our ideal applicant if:

- You've got excellent command of English;
- You have outstanding communication and negotiation skills;
- Experience with outbound email campaigns (best fit, but optional);
- Have the ability to increase customer engagement;
- You're well-organized;
- You're capable of working in a team and work towards common goals;
- You have analytical and time management skills;
- You've got a personal laptop.

We aim to build a team of like-minded people who strive to show great results and are ready to tackle the challenges of the dynamic market!

Контактная информация

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Контактное лицо: СвітланаЛевіна

Сайт: <https://salesnash.com/>

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