



Team Lead Sales manager, 30000 грн.

📍 Харьков,

Компания: Ohires

Рубрики: [IT, WEB специалисты](#), [Торговля, продажи, закупки](#), [Офисный персонал](#)

Пожелания к сотруднику

Образование: не имеет значения

Опыт работы: от года

График работы: полный рабочий день

Описание вакансии

Ohires is an international Human Capital Management (HCM) company.

Our mission is to offer HR management solutions to help companies streamline processes, reduce costs, boost productivity and scale.

Customer driven focus has led to partnership with start-up, Scale-up and Hyper-Growth companies, and we offer:

SaaS to help companies replace manual processes with intuitive software to manage your team while automating your business, covering invoicing, accounting.

IT recruitment services to help companies fulfill IT open vacancies, and reduce costs spent on recruitment.

HR Manage Services aim to manage remote teams

We work hard to develop long-term partnerships. This is why 65% of our business is done with clients we have worked with before.

As a Team Lead Sales manager, you will:

- Build new partnerships
- Engage in both search and calls
- To improve the work of the sales department

Requirements:

- Spoken English.
- Proven experience working in a customer-oriented business (written and verbal communication skills are a must).
- Knowledge of the IT sphere
- Relevant work experience in the B2B field will be a big plus for you.
- A result-oriented approach.

Main duties:

Source leads using LinkedIn, DOU, Djinni, Facebook, Upwork and other sources and follow up.

- Cold emailing and follow-up.
- Conducting familiarization meetings with clients.
- Communication with leads (repeated appeals, maintaining contact with old clients).

We offer:

- Long-term cooperation
- Rate + % of the order amount
- Full-time
- Remote work
- Flexible work schedule

Контактная информация

Контактное лицо: АннаОртман

Сайт: <https://ohires.com/>