



Ваш надійний помічник

B2B sales representative, 21000 грн. + %

📍 Київ, 🕒 4 жовтня 2024

Компанія: [Minmaxdeals LLC](https://jobs.ua/company/id/1621411) (https://jobs.ua/company/id/1621411) ([Всі вакансії](#))

Рубрики: [Торгівля, продажі, закупівлі](#), [Робота за кордоном](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: не вимагається
Графік роботи: повний робочий день

Опис вакансії

Job Application Form Link: forms.gle/7JfMb6VmUAoDE8xBA

Welcome to a world of limitless possibilities!

Are you ready to take charge and make a profound impact on our customers' journey?

Join our fully-remote, dynamic team and be the driving force behind our success as we forge strong relationships, unlock new business opportunities, and exceed sales targets!

If you are passionate about delivering exceptional customer service, cosmetics, thrive in a collaborative environment, and possess the determination to achieve remarkable results, then this is the perfect opportunity to unleash your potential and shape the future of our organization!

Step into a role where your skills will be valued, your ideas will be heard, and your contributions will be celebrated!

Together, let's embark on an exciting journey of growth and achievement!

About the Company:

MinMaxDeals is a wholesale distributor of branded cosmetics for e-commerce businesses.

MinMaxDeals has been trading since January 2019 as a highly reputable, trusted and reliable wholesale distributor of Luxury Brands in the world of cosmetics, makeup and fragrances in the United States and International markets.

We supply to high profile Chain Stores, Department Stores, Wholesalers, Perfume Chain Stores, major e-commerce traders and export to the rest of the world.

Our success is built on putting our customers first and working together with them to develop a long lasting relationship. We offer top best selling brands at very competitive prices.

Key Responsibilities:

As our Sales Representative, you will:

Lead generation

Working with existing leads, converting to customers

Negotiate and close deals

Arrange meetings with potential clients, actively listening to their needs and concerns.

Identify and cultivate new business opportunities with potential clients.

Achieve and surpass sales targets and performance indicators.

Deliver exceptional customer service by understanding their needs and offering suitable solutions.

Generate and maintain customers' database.

Effectively handling complaints or objections.

Collaborate closely with the team to develop and execute effective sales strategies.

Manage and nurture relationships with existing customers.

Provide valuable feedback to management on market trends and competitor activities.

Conduct market research to identify sales prospects and assess customer requirements.

Prepare and deliver compelling presentations on our products and services.

Ensure sufficient stock availability for sales and demonstrations.

Foster a collaborative environment with team members to drive improved results.

Collect customer feedback and insights and share them with internal teams.

Qualifications:

As our Sales Representative, you bring to us your:

Bachelor's degree in Business, Marketing, Sales, or a related field.

Proven experience in a B2B Sales Environment.

Exceptional negotiation and selling skills.

Proficiency with CRM software and MS Office Suite and Google Workspace.

Excellent communication and interpersonal skills.

Self-motivated, with a results-driven approach.

Ability to handle high-stress situations and maintain a high level of energy on prolonged sales calls.

Experience in FMCG is a huge plus!

Availability to work Mon-Fri 9am - 5pm (New York Time); Work Full-Time, 40 hours per week

Ability to work in a home environment that is private and free of distractions (i.e. no barking dogs, television noise, music, children, etc.) and be able to devote full attention to the customer during work hours

Strong problem-solving abilities

The role requires familiarity with the following applications:

Email: Front App

Zoho CRM

Monday.com

Klaviyo

Google Workspace

Ring Central

WhatsApp

WeChat

Slack

Technical / Computer / Workstation Requirements:

Computer: An Intel Core i5 or more (or AMD Equivalent) with at least 8 GB of RAM and 50 GBs of Free Storage Space or Mac Equivalent.

Headset: Noise Canceling Headset

Webcam: For Work Meetings

Internet Connection: A minimum of 50 Mbps (download) and 25 Mbps (upload), wired, postpaid plan, from a reliable Internet Service Provider

Are you the right fit for us?

The ideal candidate for this role is a proactive individual with an entrepreneurial spirit who is able to think outside the box. They are comfortable in a fast-paced environment and are always looking for new ways to improve efficiency and effectiveness. They have excellent interpersonal and communication skills, with the ability to create and maintain positive relationships with clients. They are highly organized, with the ability to manage multiple tasks at once without losing focus. Above all, the ideal candidate has a passion for sales and is driven by meeting and exceeding their targets.

If you feel that you fit this profile and are ready to take the next step in your sales career with MinMaxDeals LLC, please fill out the form and send your Resume.

MinMaxDeals LLC is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.

MinMaxDeals LLC thanks all applicants; however, only those selected for an interview will be contacted.

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Контактна інформація

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Контактна особа: HRmanager