



Ваш надійний помічник

# Phone Advisor for Client Acquisition (scheduling meetings)

📍 Львів, 🔄 31 жовтня 2024

Компанія: [Zingflow LLC](https://jobs.ua/company/id/1638470) (https://jobs.ua/company/id/1638470) ([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

### Your responsibilities

- Telephone and email contact with potential clients from the USA
- Working hours: 15:00 – 23:00 (hybrid home and office in Lviv)
- Scheduling meetings/business presentations
- Sales support for sales representatives
- Diligent CRM management
- Building and maintaining relationships with clients
- Close collaboration with other departments in the company

### Our requirements:

- Knowledge of English: minimum B2 level - you will be speaking with potential clients in English
- Availability in the afternoon and evening hours - work in fixed hours from 15:00 to 23:00
- High communication skills and customer orientation
- Creativity – will help you reach decision-makers
- High personal culture
- Engagement and results-oriented mindset – better results mean higher bonuses
- Ability to work in a team
- Curiosity

### Preferred qualifications:

- Knowledge of Procurement Processes: Any additional knowledge of purchasing processes will be an asset.
- Experience in telephone service for business clients: Do you have experience in conversations with business clients? Be sure to mention it in your application.

### What we offer:

- A fixed salary based on an employment contract, with an additional bonus adjusted to your achievements.
- Professional product training that will enable your development and skills enhancement.
- Participation in fascinating projects related to the implementation of innovative solutions. Your contribution has a real impact on shaping the future of the industry.
- We provide the necessary tools for work, such as a phone and computer, which will enable you to work effectively.
- A challenging work environment.

### We invite you to an environment where every day brings new challenges and inspires you to achieve higher goals.

- There is no place for stagnation here – this is where your ideas shape the future of the industry.
- Join Zingflow, and together let us create the future of e-shopping.

We are a start-up that created Zingflow, an innovative platform for managing the purchasing process, based on artificial intelligence, which automates and streamlines the entire process from requests for quotations (RFQs) to orders. With Zingflow, you can send RFQs in minutes, negotiate terms with multiple suppliers simultaneously, and choose the best offer – all with the help of AI. Our solution reduces time consumption, eliminates errors, and facilitates bid analysis, allowing you to save time and money. Join us and see how Zingflow is revolutionizing the procurement process!

### **Контактна інформація**

Контактна особа: KatarzynaPanteralka

Сайт: <http://www.zingflow.ai>