Ваш надійний помічник

Sales and Customer Relations Representative (Night Shift), 22200 грн.

Київ, 1 квітня 2025

Компанія: BetterWay Tutors LLC (https://jobs.ua/company/id/1640025) (Всі вакансії)

Рубрики: Торгівля, продажі, закупівлі, Наука, освіта, переклади, Робота за кордоном

Побажання до співробітника

Освіта:	не має значення
Досвід роботи:	обов'язковий
Графік роботи:	віддалена робота

Опис вакансії

Job description

A New York-based online tutoring company, **BetterWay Tutors** , specializing in math and English tutoring for Russian-speaking American families, is seeking a dedicated and results-driven **sales and customer relations representative** to join our team. Our clients are primarily recent arrivals to the US who need academic support for their children. This is a fully remote role with high earning potential for a motivated and skilled professional.

Key Responsibilities:

Lead Management & Conversion: Respond immediately to inbound leads and nurture them to ensure a high conversion rate (20–30%). Proactively follow up with leads and provide personalized solutions that align with their child's academic goals.

Client Relationships & Customer Service: Build and maintain strong relationships with prospects and clients by offering ongoing support and ensuring satisfaction. Manage incoming customer inquiries via SMS, emails, and other platforms to deliver top-notch customer experiences.

Consultative Sales Approach: Understand the unique needs of potential students and recommend tailored tutoring solutions. Provide all necessary information to help families make informed decisions.

Sales & Customer Nurturing Goals: Meet and exceed monthly sales targets while ensuring high customer satisfaction. Consistently follow up with prospects to maintain interest and trust.

Business Knowledge & Growth: Gain a thorough understanding of the US education system and our tutoring services to provide expert advice to families. Continuously learn and improve to ensure we maintain our high standards as both a tutoring service and a trusted educational consultant.

Team Collaboration: Collaborate with the team to enhance processes, share insights, and contribute to a supportive, high-energy work environment.

Requirements:

Fluency in Russian and English (Ukrainian is a plus).

Previous sales experience is required. Experience in educational services is highly desirable.

Strong customer service skills with a passion for building long-term client relationships.

Ability to work independently and manage multiple tasks effectively in a completely remote environment.

Comfortable working in Eastern European time zone (9 PM to 4 AM, aligning with US afternoon/evening hours).

Proactive and results-oriented mindset with excellent communication and problem-solving skills.

Why Join Us?

- **Remote Work with High Earning Potential:** Enjoy the flexibility of working remotely while earning competitive commissions.

- **Comprehensive Training Provided:** Receive training from our team to develop a deep understanding of our services and the US education system.

- **Opportunities for Continuous Learning:** Learn about the US educational system to enhance your expertise and provide the best solutions for our clients.

- **Supportive & Collaborative Team Environment:** Work in a high-energy, growth-oriented culture that values your contributions.

- **Meaningful & Rewarding Work:** Make a real difference by helping families navigate the US education system and supporting their children's academic success.

- **Sell Through Caring:** Our approach is consultative, focusing on genuinely understanding and addressing the needs of families while maintaining our high standards.

- **Opportunities for Growth:** All promotions are made from within, offering dedicated employees the chance to advance and build a long-term career with us.

If you're a motivated sales and customer relations professional with a positive attitude, a passion for helping people, and a drive for success, we'd love to hear from you!

Контактна інформація

Контактна особа:	YanivGoldberg
Сайт:	https://betterwaytutors.com/