

Business Development Account Executive

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Company: Outplex

Location: Bogotá

Category: other-general

We're seeking an enthusiastic business development account executive looking for an opportunity to be rewarded for outstanding sales results. This opportunity requires an Executive level leader with progressive, on-the-spot, critical thinking ability; who will apply his/her experience and education in a highly self-directed and fast-paced environment. The position is an inside sales position that balances between handling inbound lead inquiries as well as digital outbound prospecting focused on identifying and qualifying business opportunities. Share the OutPLEX 20+ year success story and get paid!

Essential Duties & Responsibilities:

Prospecting, Sales Administration and lead generation contacting business executives.

Follow-up on leads via different channels and sources.

Achieve weekly/monthly sales meeting appointment targets.

Collaborate with Sales Leadership targeting new business.

Ability to perform research within LinkedIn and other public sources to find the proper contacts and tailoring messaging to those prospects.

Contacting potential clients via LinkedIn, email or phone to establish opportunities.

Creating new email templates, call scripts, and messaging sequences.

Testing different messaging approaches to inspire and engage prospects.

Set up follow-up meetings with Outplex Sales Executive.

Skills and Requirements:

2+ years in a business-business sales environment.

Preferred experience in BPO sales, software or related services.

Documented track record of success in prospecting.

Excellent communication and presentation skills.

Goal and results driven.

An assertive and persuasive personality.

Detail-oriented and comfortable with a fast-paced environment.

Analytical thinker with excellent quantitative and superior problem-solving skills.

Team player with strong interpersonal skills and the ability to articulate ideas clearly in oral and written communication.

Strong/Professional English speaking and writing skills.

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