

## Business Support Specialist (English 80%) Bogotá bogmucbm

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Company: Teleperformance

Location: Bogotá

Category: computer-and-mathematical

### Resumen

#### Business Support Specialist

If you live in the city of Bogotá and have an English level of B2 (80%), we want to offer you the opportunity to work in our specialized vacancy with one of the most important social media networks globally. Your job objective is to contact commercial executives of companies to identify their needs in the digital marketing area, advise them on growth strategies related to this area, and provide them with advertising products from the social network you will be working for.

#### Why TP?

With a presence in more than 91 countries, we are the industry leader! Great Place to Work has certified us as one of the best companies to work in the country and the world. We don't stop innovating, and we always go beyond.

Are you ready to work with the TOP team?

#### Responsabilidades

##### What you'll do as a Business Support Specialist?

- Build relationships with both new prospects and existing customers through virtual meetings, phone calls, and presentations
- Work with Customer Care Teams to ensure all customer inquiries are promptly addressed
- Collaborate with colleagues across the clients organization to share knowledge and best practices
- Stay up-to-date on logistics market trends and developments

- Negotiate and close deals to grow revenue
- Manage the sales process from start to finish using a Customer Relationship Management (CRM) system
- Be knowledgeable about all company products and services
- Use all available resources to achieve sales goals
- Provide excellent customer service that exceeds customer expectations

### **Requisitos**

#### **Who are you?**

An advanced Spanish and English (80%) speaker.

An empathetic, responsible, and proactive person.

Someone who has multi-tasking skills and the ability to solve any situation.

A person with one year of experience in sales, in digital marketing or customer service.

#### **Enjoy:**

A salary of \$2'750.000.

40 hours per week.

Monday to Friday.

Growth opportunities.

Paid Training

Long-term contract.

Career development programs

Coworkers fund

Volunteering program.

**Connect with other cultures and be part of the world's largest interactions team.**

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