

Inside Sales

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Company: Michael Page

Location: Colombia

Category: other-general

Descripción

Qualify leads and determine best method of service, Outside Sales, Inside Sales, CSR, or On-Line platform.

Closes new accounts by answering telephone, fax, and e-mail inquiries and verifying and entering information.

Develops sales opportunities by researching and identifying potential accounts, soliciting new account, building rapport, providing technical information and explanations, and preparing quotations

Develops accounts by checking customer's buying history, suggesting related and new items, and explaining technical features

Establishes new sales with new accounts and expands sales with existing accounts

Supports CSR team customers and on-line customers with high-level product knowledge, product substitutions, availability, and delivery times

Is responsible for maintaining and growing a book of business.

Generates revenue by soliciting and obtaining orders, understanding and interpreting technical requirements, providing technical information, and developing accounts.

Assesses competitors by analyzing and summarizing competitor information and trends and

identifying sales opportunities.

Fills orders by transferring orders to fulfillment, communicating expected delivery date, and explaining stock-outs.

Maintains communication equipment by troubleshooting, reporting, and tracking problems.

Maintains and improves quality results by following standards and recommending improved policies and procedures.

Updates job knowledge by studying new product descriptions and participating in educational opportunities.

Accomplishes department and organization goals by accepting ownership for accomplishing new and different requests.

Explores opportunities to add value to job accomplishments

Perfil buscado (h/m)

3 to 5 years of experience;

Professional;

English level C1;

Teamwork;

Customer Orientation;

Passionate;

Make things better;

Engaged;

Sense of urgency;

Organization.

Qué Ofrecemos

Professional Growth;

Attractive salary package;

Dynamic work environment.

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