

Colombia Jobs Expertini®

Junior Sales Representative

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Company: BT Systems, LLC

Location: Colombia

Category: other-general

Who are we?

We are BT Systems, LLC a global company. With offices located around the world: Europe, Latin America, Asia, and our Corporate Headquarters located in the United States of America within the New York Metropolitan Area. We develop trade finance software for banks worldwide.

The Role

Responsibilities:

Generating sales with revenue responsibility for new and existing accounts.

Working with the Regional Sales Manager to develop and implement sales and marketing strategies.

Managing a long sales cycle for a high-ticket item which includes cold calling, prospecting, conducting presentations, responding to RFPs, organizing workshops, and participating in negotiations.

Working closely with the sales support team to ensure success in each step of the sales cycle.

Territorial development.

Ideal Profile

Requirements:

At least 2 years of consultative sales experience (identifying and targeting prospects, generating leads, writing proposals, meeting with clients, following up with contacts and making presentations).

Ability to thrive in a fast-paced, entrepreneurial environment and willingness to travel extensively.

Independent initiative-taker and excellent collaborator.

Strong work ethic, excellent written/verbal communication, and presentation skills.

BA/BS in business or marketing.

MBA is a plus.

Software, International or Banking Industry sales experience a plus.

Travel up to 40%

Fluent English and Spanish is necessary.

Based in Bogotá Colombia.

What's on Offer?

We are seeking a Junior Sales Representative who is able to take initiative to manage sales of our software solutions in various international markets.

Leadership Role

Work alongside & learn from best in class talent

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