

SELLBYTEL GROUP

Nigerian and Ghanaian Sales Representatives, BARCELONA

SELLBYTEL is one of the leading European service providers for Customer Management Solutions with more than 5.500 employees at 38 locations in Germany, France, Spain, Scotland, Poland, Czech Republic, Russia and Tunisia. Our clients belong to the top 500 business companies in the sectors IT and hi-tech, telecommunications, automotive, financial services, health care and commerce. We are a dynamic company in constant growth. Please find more about us on our corporate website www.SELLBYTEL.com

Our company SELLBYTEL Group is looking for Sales Representatives for our client – leader in the technological sector.

Responsibilities

- Articulate clearly Partner Program value proposition and register new resellers in to the program.
- Respond in a timely and accurate manner to calls/e-mails from resellers, routing onwards if appropriate. Drive answer when time need to find appropriate answer.
- Provide basic general information on products for inbound and outbound calls or e-mails.
- Detect High Business Opportunities.
- Act as the main point of entry for telephone contacts generated by partner telemarketing activities and campaigns.
- Process callout campaign based on a predefined list of resellers.
- Process specific marketing on products and services.

We offer

- Salary: 18.000€ gross/year + 4000 € gross/year in bonus
- Full-time and long-term position
- Opportunity to grow in an international team
- Free Spanish/Catalan certified lessons
- Workplace: Barcelona Centre

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Requirements

- Experience in negotiations is a plus.
- Outstanding communication skills (verbal and written).
- Positive attitude and goal orientation.
- Previous B2B sales experience.
- Ghanaian English or Nigerian English native speakers
- European Work Permit required

Personal characteristics:

- Comfortable speaking with business users at all levels.
- Strong individual contributor as well as a team player.
- Handle project tasks with minimal direction and supervision.
- Highly organized and detail oriented.
- Target success driven.
- Flexibility in prioritizing workload.

IF YOU ARE INTERESTED, PLEASE CONTACT: przemek.kujawinski@sellbytel.es REF: CAF.SBSO