

# SELLBYTEL GROUP

## **South-African Sales Representative, BARCELONA**

Our Company SELLBYTEL Group is now looking for a Sales Representative for our client, a leader in the IT business.

### **Profile**

Integrated in the sales team you should be a dynamic and motivated self-starter with strong communications and teamwork skills. In this position you will be responsible to manage a provided set list of Mid Market Accounts in order to generate new business opportunities and grow assigned installed base of Business Accounts.

At the beginning, you will be assigned a portfolio of companies in order to do a profiling of them and identify potential business. You must be able to identify and qualify prospects and decision makers in the target companies and develop B2B relationships.

### **Tasks**

- Execute and achieve sales quota and targets.
- Identification and qualification of prospects and deciders in the targeted companies
- Focus on driving profitability through proactive management.
- Track, manage, and report ongoing activity relative to sales pipeline.
- Reviewing level of client satisfaction and escalating issues when necessary.
- Communicate client feedback to appropriate parties for follow upon potential business.
- Timely response and resolution of incoming customer or partner calls regarding, customer inquiries and request.
- Prepare commercial and technical service proposals and ensure such proposals are technically and commercially sound.

### **We offer**

- Salary: 19.600€ gross/year (fix) + 3000€ gross/year in bonus
- Opportunity to join an international company
- Free Spanish/Catalan certified lessons

### **Requirements**

- South-African English
- Strong communication skills.
- Solid Sales Background.
- Achievement and goal oriented.
- Good computer skills.
- Previous experience in Sales B2B.
- Previous experience working with channel is a plus.
- Motivated and self starter

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\*\*European Work Permit Required\*\*

IF YOU ARE INTERESTED, PLEASE CONTACT: [jennifer.rogers@sellbytel.es](mailto:jennifer.rogers@sellbytel.es) REF: CAF.Medium