

Sales Representative



Seller Info

Name: cel neyra
First Name: cel
Last Name: neyra
Cell Phone: +942 (076) 877-3
Address Line 1: Philippines
Address Line 2: National Capital Region-NCR
Street: Unit 201 Frabelle Bldg
Madrigal Business Park Alab

Listing details

Common

Title: Sales Representative
Job Type: Full-Time
Description: Job Description

- Need to have a deep understanding of the sales process and dynamics, and also superb interpersonal skills. Previous experience in a sales role is an advantage.
Present, promote and sell products/services using solid arguments to existing and prospective customers.
Generate leads.
Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
Establish, develop and maintain positive business and customer relationships
Reach out to customer leads through cold calling.
Expedite the resolution of customer problems and complaints to maximize satisfaction.
Achieve agreed upon sales targets and outcomes within schedule.
Coordinate sales effort with team members and other departments.
Analyze the territory/market's potential, track sales, and status reports.
Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.

Keep abreast of best practices and promotional trends.
Continuously improve through feedback.

Requirements

- Proven work experience as a sales representative
Excellent knowledge of MS Office
A commitment to excellent customer service.
Excellent written and verbal communication skills.
Able to work comfortably in a fast paced environment.
Familiarity with BRM and CRM practices along with ability to build productive business professional relationships
Highly motivated and target driven with a proven track record in sales
Excellent selling, communication and negotiation skills
Superb interpersonal skills, including the ability to quickly build rapport
Prioritizing, time management and organizational skills
Ability to create and deliver presentations tailored to the audience needs
Relationship management skills and openness to feedback
BS/BA degree or equivalent

Additional information

Company: OPTIMIZEX INC
Contact Person: Celimar Neyra
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Location

Account address on the maps: No
Address Line 1: Philippines
Address Line 2: National Capital Region-NCR
Address Line 3: Muntinlupa