

Sales Executive/Tele marketer – London, UK (based in Sri Lanka) – Working Remotely/from home.

Job Overview:

As a Sales Executive/Tele Marketer, your primary responsibility is to drive sales and revenue growth for the Logistic/Shipping company by acquiring new clients and expanding relationships with existing Customers **over the phone working remotely**. You will play a crucial role in identifying business opportunities, building strong customer relationships, and meeting or exceeding sales targets. This position requires a proactive and results oriented individual with excellent communication and negotiation skills.

Key Responsibilities:

Client Acquisition:

Identify and pursue new business opportunities through market research, prospecting, and lead generation. Conduct cold calls, emails, and presentations to potential clients to showcase products or services and establish initial contact.

Relationship Management:

Develop and maintain strong relationships with existing clients, understanding their needs and providing solutions to enhance customer satisfaction. Act as a point of contact for client inquiries, concerns, and requests, ensuring timely and effective resolution

Sales Strategy:

Collaborate with the sales team and other departments to develop and implement effective sales strategies. Analyze market trends and competitors to identify opportunities for growth and potential challenges.

Quota Achievement:

Negotiate terms and conditions with clients to secure profitable agreements. Close deals and finalize contracts, ensuring adherence to company policies and legal requirements.

Market Feedback:

Gather feedback from clients and the market to provide insights for product/service improvement and development. Stay informed about industry trends, market conditions, and customer needs.

Qualifications and Skills:

- Strong, Fluent communication in English, negotiation, and interpersonal skills.
- Ability to work independently and as part of a team.
- Results-driven (Hungry for success) with a customer-focused mindset.
- Adaptability and willingness to learn about new products and industries.

Benefits :

- Basic Pay + Commission
- Uncapped Commission Structure
- Hybrid working patterns
- Been part of a recognized/reputable company in the UK
- UK bank Holidays
- Potential for growth in the Industry

Salary – To be discussed upon successful application. Please send in your CV to peete.david777@gmail.com