

# United Arab Emirates Jobs Expertini®

## Application Support Digital Channels - Digital Banking

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Company: VAM Systems

Location: dubai

Category: other-general

This is a remote A rapidly expanding, well-established company;KTOB Solutions Pty Ltdcomprises of a team of ambitious, motivated, and success-drivenWe are currently searching for a skilled, and goal-oriented person to join our team, and actively drive sales in the role of a Telesales Consultant.The incumbent must be an excellent communicator with superior relationship buildingBeing more than comfortable presenting relevant solutions and services over the phone, you will effectively deal with any complaints and doubts within given parameters and qualityThe goal is to help our company grow by consistently converting prospects/leads to happy Key ResponsibilitiesProactively engage potential customers and skillfully demonstrate the value of Fibre Internet Services against discovered needs Use your industry, product, and process knowledge to field installation/billing related queries from existing customers and manage expectations effectively Direct prospects to the field sales team when needed Accurately enter and update customer information into relevant systems Process orders accurately to ensure data integrity and timely service delivery Preserve the companys reputation and image through high-quality, professional engagements and customer experiences Go the extra mile to meet sales quotas Maintain accurate records/accounts of customer engagements to facilitate delivery of regular sales reports Whats in it for you?Basic Salary with a very competitive commission structure and uncapped earning potential All software will be provided An environment that challenges the status quo, nurtures talent, and facilitates growth through ongoing learning & development No waiting neededStart immediately! Think you have what it takes? What are you waiting for?RequirementsKey Requirements, Skills, and characteristicsProven track record of your

experience in successfully meeting sales quotas in a telesales environment or relevant target driven sales role (2 years minimum) Sound, demonstratable knowledge of relevant computer/software programs (, MSOffice, CRM software) Ability to learn new concepts, products, and services quickly Accurately explain concepts, products, and services to prospects & demonstrate clear value in line with current needs and challenges Excellent communication and interpersonal skills that facilitate and drive high-quality engagements and conversions Cool-tempered and able to handle pressures consistent with the environment Previous experience and above-average knowledge of Internet Connectivity, technology, and peripheral services is highly desirable and advantageous A UPS (capable of lasting throughout loadshedding or battery and a power bank in order to facilitate the charging of a laptop during loadshedding) Hungry!!!Telesales Inbound & Outbound Sales

#J-18808-Ljbffr

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