

Associate – Commercial Banking – Sales Jobs In Sharjah | Talvana

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Company: Talvana

Location: sharjah

Category: other-general

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The Outbound unit of the contact center is a revenue generating unit and makes outbound calls to the existing customers of the bank in order to cross sell a product/product, basis eligibility and need identified.

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Responsibilities

Make 40 – 70 fresh outbound calls to generate new sales.

Generate possible customer's leads.

Describe products and services to customer to create interest in purchasing a selective product.

Respond to queries with regards to products being promoted.

Enter customer information into the CRM and update where necessary.

Involve DSF (Direct Sales Force) whenever needed.

Follow-up on initial contacts as required to close the sale.

Complete call logs and reports.

Other duties as assigned.

Focus on day to day operations and ensure that targets for the day are being met

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Requirement

Other duties as assigned.

Focus on day to day operations and ensure that targets for the day are being met

Identify proactively opportunities to improve performance and create actionable plans that drive results

Take customer calls and ensure that they are handled to satisfaction.

Ensure Tanfeeth OM is applied in the unit's daily activity

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