

United Arab Emirates Jobs Expertini®

International Sales Lead Inbound - Plutus21 (Powered By Qureos)

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Company: Qureos Inc

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Job Title: International Sales Lead - Inbound

Location: Pakistan (Onsite)/Remote

Years of Experience: 1-2

Education: Bachelor's degree in business, sales, or related field.

Position Summary:

Plutus21 Capital is looking for an experienced International Sales Lead - Inbound to join our team. The successful candidate will be responsible for driving sales of our products and services to international customers. The successful candidate will be an excellent communicator, able to identify and capitalize on opportunities to increase sales, and to develop and maintain strong relationships with our international partners.

Responsibilities:

Conduct business-to-business (B2B) calls to actively present and sell our digital marketing products and services.

Handle inbound calls with a focus on understanding the prospect's specific needs and

effectively presenting the value proposition of our products/services.

Identify and capitalize on upselling opportunities, actively developing cross selling and upselling pipelines to increase revenue.

Achieve monthly sales conversion benchmarks, ensuring consistent growth and target achievement. Maintain and develop relationships with existing customers, nurturing long term partnerships.

Ensure timely follow-up with customers to strengthen business relationships and increase client satisfaction.

Respond swiftly to customer inquiries, offering solutions and resolving any issues related to our products/services.

Uphold a high level of service through friendly, efficient, and attentive interactions with customers.

Maintain proactive communication, tracking and efficiently resolving customer issues.

Provide swift and accurate responses to customer queries through various channels, including email and chat.

Identify opportunities to build rapport and foster a deeper connection with clients, enhancing customer loyalty and satisfaction.

Requirements:

Ability to read, write, and speak English fluently with a strong American or Neutral accent.

Proficiency in MS Office, particularly MS Excel (Spreadsheet).

Demonstrated sales flair and enthusiasm for achieving targets.

In-depth knowledge of Sales Operations, processes, and lifecycle.

Flexibility to work in Full Time shifts, accommodating different time zones.

Excellent communication skills, both verbal and written.

Nice to HaveCandidates with prior experience in a sales role, especially in an international

setting and with a background in working for a services or marketing agency, will be highly favored.

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