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Are you persistent, results-oriented, a great communicator, and a negotiator? Then, join ConvrtX's sales team and become a key point of contact for our clients. Working closely with marketing and development, you will help bring your clients' big ideas to life by supporting their development and advisory needs.

Responsibilities:

Meet or exceed objectives set by the company and your team.

Develop new accounts.

Maintain strong relations with key suppliers.

Focus on-demand creation accounts.

Negotiate and close business with clients.

Ensure the client's profiles and all activity information is updated.

Requirements:

At least 1 year of professional experience in Business Development, Client Acquisition, B2B and/B2C Sales, or Appointment Setting/Cold Calling.

Result-oriented, team player, good negotiation abilities, and interpersonal skills.

Adaptable to multinational culture.

A good understanding of tech knowledge will be preferred.

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