

United Arab Emirates Jobs Expertini®

Sales Representative (for the US Market)

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Company: Floori

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Floori provides a cutting-edge B2B SaaS sales tool that empowers flooring retailers and manufacturers worldwide. Our software suite utilizes augmented reality technology to enhance the customer buying experience and streamline the sales process for flooring companies. With a global presence and a passionate team distributed across Central Europe, the Middle East, the United States, and the APAC region, Floori is revolutionizing the way flooring is sold.

The Role

Sales Representative - for the USA Market (Remote)

Are you an enthusiastic and goal-oriented professional with a strong desire for sales and a wizzard for cultivating connections? Do you speak fluent American English and possess a solid sales background? If your answer is yes, we invite you to explore an exciting opportunity to become a Sales Representative for the American market within our team. This role is fully remote, offering you the flexibility to work from any location.

Job description:

Drive sales growth and expand market share by actively prospecting, qualifying, and closing new business opportunities in the American market.

Develop and maintain strong relationships with flooring retailers and manufacturers, acting as a trusted advisor and consultant to understand their needs and provide tailored solutions.

Present and demonstrate Floori's software suite virtually or in-person, effectively

communicating its benefits and value proposition to potential clients

Collaborate with the marketing team to develop and execute sales strategies and campaigns.

Attend annual industry conferences and stay informed about industry trends, market conditions, and competitors to identify new opportunities.

Meet and exceed sales targets, consistently demonstrating exceptional performance.

Provide timely and accurate sales reports, forecasts, and market feedback to the management team.

Manage and maintain a spotless HubSpot CRM and pipeline, ensuring accurate and up-to-date information.

Make proactive outbound calls to larger mid-market targets, with a target of +50 calls per day.

How to Apply:

If you're prepared to advance your sales career and contribute to Floori's accomplishments in the United States, we're eager to receive your application. Join us in shaping the future of the flooring industry! To submit your application, please complete our online form available : <https://form.jotform.com/232071104345443>.

Take your sales career to new heights with us and leave a lasting mark on the American market!

Ideal Profile

Who we're looking for:

Humble and willingness to learn.

Experience in the home-services/improvement field or can easily relate to SMB service-based business owners would be an advantage.

You possess exceptional verbal and written communication skills in **English** .

Comfortable working in an American time zone

Proven 4 -5 years experience in the full cycle of sales, telemarketing and customer service roles, preferably in a **B2B** environment.

Excellent interpersonal skills with the ability to build rapport and establish long-term client relationships.

Proficiency in using CRM software and other sales tools such as HubSpot is highly advantageous.

Strong organizational skills and attention to detail.

Self-motivated and target-driven, with a strong work ethic.

Ability to work independently as well as part of a team.

Reliable high-speed internet connection and a quiet work environment.

If you're prepared to advance your sales career and contribute to Floori's accomplishments in the United States, we're eager to receive your application. Join us in shaping the future of the flooring industry!

What's on Offer?

Join an international team of over 45 highly motivated individuals spread across 5 continents.

Uncapped commission-based sales

Work from the comfort of your own home with a flexible remote work environment.

The opportunity to be part of a dynamic company that is reshaping the flooring industry.

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