

United Arab Emirates Jobs Expertini®

Tele-Sales Executive Ajman

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Company: Mariaharealestate

Location: , , United Arab Emirates

Category: sales-and-related

We are looking to hire an experienced, customer-oriented Telesales executive to utilize inbound and outbound telephone calls to achieve sales targets. The telesales executive's responsibilities include cross-selling or up-selling our products where possible, receiving incoming telephone calls and assisting with customer inquiries, as well as maintaining an accurate record of all calls made and received. You should also be able to liaise with the appropriate departments to resolve customer complaints. To be successful as a telesales executive, you should be persuasive and able to work in a high-pressure environment.

Ultimately, a top-performing telesales executive should be able to follow sales scripts as well as demonstrate exceptional communication, negotiation, and customer service

skills. Requirements: Responsibilities: • Drive sales by making outbound calls and pitching the company's products & packages in line with customers' needs • Fostering and sustaining relationships with customers to encourage repeat business • Accurately recording and processing details of customers' purchase orders in the CRM • Lead management system, CRM Essential Skills • Excellent command of English & Arabic (verbal & written) • Excellent communication and negotiation skills • Good knowledge of property market • Basic knowledge and working experience of call center systems & solutions Qualifications: • Bachelor's degree in marketing, communications, business administration, or related field is preferred • Excellent command of English & Arabic (verbal & written) • Excellent communication and negotiation skills • Good knowledge of property market • Basic knowledge and working experience of call center systems & solutions Experience: • (0-1) year of sales experience Skills: • Proven experience working as a telesales executive • Proficiency in all Microsoft Office

applications • The ability to follow scripts • Strong negotiation and consultative sales skills • Excellent organizational and problem-solving skills • Effective communication skills • Exceptional customer service skills Jumeirah Business Centre 4, Lake Allure, Jumeirah Lake Towers, Dubai #J-18808-Ljbffr

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