

Telemarketing and Sales

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Company: ShernazLearningsolutions

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Job Title: Remote Telemarketer and Sales Representative

Summary:

Join our dynamic team as a Remote Telemarketer and Sales Representative for our online education company. This role offers the flexibility to work remotely, allowing you to manage your schedule while promoting our brand image and selling our online and live courses.

We are seeking individuals with exceptional communication skills who are passionate about education and dedicated to achieving sales targets.

Responsibilities:

- 1 . Conduct outbound calls to prospective customers to introduce our online education courses and live sessions.
- 2 . Build and maintain strong relationships with leads through effective communication and follow-up strategies.
- 3 . Utilize persuasive sales techniques to convert leads into course enrollments, meeting or exceeding monthly sales quotas.
- 4 . Provide accurate information about course offerings, pricing, and promotions to potential customers.
- 5 . Collaborate with the marketing team to implement sales strategies and campaigns that align with business objectives.

- 6 . Keep detailed records of customer interactions, sales activities, and sales performance metrics using our CRM system.
- 7 . Stay updated on industry trends, competitor offerings, and customer preferences to enhance sales strategies and customer engagement.

Qualifications:

- 1 . Proven experience in telemarketing, sales, or customer service roles, preferably in the education or e-learning industry.
- 2 . Excellent verbal communication skills with the ability to articulate product features and benefits persuasively.
- 3 . Strong negotiation and objection-handling abilities to overcome customer hesitations and objections effectively.
- 4 . Self-motivated and results-oriented with a track record of achieving sales targets in a remote work environment.
- 5 . Familiarity with CRM software and sales tracking tools to manage leads and sales pipeline efficiently.
- 6 . Ability to work independently with minimal supervision, demonstrating initiative and resourcefulness in driving sales initiatives.
- 7 . Bachelor's degree in Marketing, Business Administration, or a related field is preferred but not required.

Join our team and become an integral part of our mission to make quality education accessible to learners worldwide. If you are a motivated self-starter with a passion for sales and education, we encourage you to apply for this exciting opportunity.

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