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Wealth Advisor - Tele sales

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Company: Women First Jobs

Location: dubai

Category: other-general

Position Name: Wealth Advisor Tele sales Industry: Real Estate Job Description: As a Wealth Advisor your primary responsibility is to drive new recurring product sales through proactive outreach to potential customers via tele sales. You will conduct thorough research make cold calls and effectively close sales opportunities. Responsibilities: Proactively approach potential customers to deliver new recurring product sales. Conduct cold desk research and make calls to generate and close sales opportunities. Keep up to date with product knowledge and promotions. Follow proper calling scripts for calls. Adhere to Dialer KPIs including login hours and availability to take calls. Manage followups and leads effectively. Track daily weekly and monthly targets. Follow company policies and maintain discipline in terms of attendance and dress code. Utilize tele calling experience to enhance sales efforts.. Possess basic computer skills including Microsoft Word and Excel. Ability to follow scripts without sounding mechanical. Ability to handle rejection with grace and remain calm and collected. Exhibit excellent telephone etiquette and maintain a positive attitude. Requirements: Previous experience in tele sales or a similar sales role. Strong communication and interpersonal skills. Fluency in at least 2 languages. Preferably experience in the real estate industry. Basic computer skills including Microsoft Word and Excel. Experience: 25 Years experience in Real estate industry with similar position.

#J-18808-Ljbffr

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