

Telesales Consultant/ IT Solutions & Services

Sales department

As Telesales Consultant in ACROM, your role is to prospect and build business relationships with potential clients of the company, in order to increase sales revenues.

Main responsibilities

- Contact potential customers (companies) by telephone and present them our services and solutions (Infrastructure, Networking, Technical Support, Outsourcing, IT Solutions, etc);
- Identify business opportunities by learning and understanding the customers' business needs;
- Propose IT solutions and services, according to client's goals and business needs;
- Improve customer relationships and increase customer retention;
- Build strong customer relationships by focusing on customers' needs;
- Grow customer profitability by proposing appropriate solutions for their business segments;
- Establish meetings with potential customers of the company's sales team;
- Generate sales leads ;
- Act as a consultant in strategic planning of services, solutions and prices.

Ideal candidate

- Excellent communication & negotiation skills and the drive to turn every conversation into a sale;
- Phone skills, persuasiveness, patience, persistence;
- Positive and customer oriented attitude;
- Passion for IT, willing to learn new services and solutions;
- Previous customer service & sales experience, within a telephone based environment (world be considered a plus);
- Able to deploy a range of outbound sales techniques to new customers via cold calling to achieve targets;
- Good knowledge of company portfolio of services and solutions, as well as direct competitors (world be considered a plus);
- PC skills: MS Office, Internet
- English Language/advanced level

We offer you the opportunity of a challenging job in a young and dynamic team, where you have the chance to learn and grow.

We invite you to send us your updated CV, at: hr@acrom.ro. Thank you!