

Argentina Jobs Expertini®

ID 3030- Sales Manager

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Company: CONEXIONHR

Location: Buenos Aires

Category: other-general

About us:

We are an IT Staff Augmentation company serving clients globally, with a primary focus on the USA, Canada, EU, and UK. With eight years rooted in software development, we possess extensive expertise in hiring top-tier engineers. We're a results-driven team and are eager to welcome dedicated professionals to join our growth journey.

About the role:

Junior Sales Manager will communicate and build relationships with potential and new customers and partners. S/he will report directly to the CEO.

Your regular duties:

- Schedule networking meetings with potential clients.
- Timely process and respond to incoming requests from potential clients. In response, you should perform "homework" to understand the client's needs before the conversation. Check personal profile, company page, open positions, reviews about the company, etc., in order to have some insights and amaze potential clients with your awareness.
- Qualify potential opportunities by assessing the scope, stage, needs, challenges, budget, deadlines, decision-making process, and expectations.
- Schedule introduction calls or meetings.
- Re-sell not relevant leads to partners.

Qualifications:

- At least one year of experience in IT Sales.
- Ability to engage with customers in the EST time zone.

- Advanced proficiency in English.
- Detail-oriented.
- A proactive approach with a focus on exceeding customer expectations at every communication touchpoint.
- Understanding of IT Outsourcing/Staffing, its market landscape, and the primary challenges faced by clients.
- A genuine interest in client service and success, coupled with natural relationship building skills.
- Strong communication capabilities, including business writing skills.

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