

# Argentina Jobs Expertini®

## Sales Associate (Remote)

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Company: Unorthodox Marketing Agency (UMA)

Location: Argentina

Category: computer-and-mathematical

UMA is a leading inbound marketing agency that specializes in helping logistics businesses grow their online presence, generate more leads, and increase their sales.

We have one focus, growing logistics businesses. We know the ins and outs of the logistics industry and the digital world. We know how to help you overcome the challenges and seize the opportunities that come with running a logistics business in the 21st century.

That's why we offer a variety of inbound marketing services that are customized to your specific goals, such as:

SEO services that help you reach your target audience and rank higher on search engines

Creative content that showcases your expertise and value proposition on various platforms

Affiliate strategies that use the power of word-of-mouth and referrals to boost your revenue and reputation

Brand identity that creates a unique and consistent image and voice for your business

Landing pages that capture your visitors' attention and convert them into leads and customers

We have a team of experts in inbound marketing, SEO, web design, and brand identity, who work closely with you to understand your vision, mission, and values, and deliver custom solutions that fit your needs and budget.

## The Role

As a Sales Associate at UMA, you will be responsible for:

Pre-qualifying incoming leads from various sources, such as webinars, landing pages, referrals, etc.

Ensuring leads are scheduled promptly for a discovery call with our sales team.

Developing and maintaining strong business relationships with potential and existing clients, and following up with them regularly via phone, email, and other channels.

Documenting all interactions and activities in our CRM system.

Achieving monthly sales targets by hitting 100 outreach attempts daily.

Working on a part-time basis, doing 4 hours daily for a total of 20 hours a week.

Earning monthly bonuses based on the number of calls booked and closed deals.

## Ideal Profile

You have at least 2 years experience within **B2B Sales** / Account Executive or Inside Sales / Sales Development Representative role, ideally within the E-commerce / Marketplaces, Digital Media or Logistics industry (Preferred).

You have a **proven track record** meeting/exceeding your targets.

You possess excellent interpersonal as well as written and verbal **communication skills**

You are a strong networker **relationship builder**

You are highly **goal driven** and work well in fast paced environments

You are a self-starter and demonstrate **high level of resilience**

A basic understanding of online marketing, logistics concepts , and **willingness to**

learn more.

A reliable internet connection, a laptop, and a phone.

### What's on Offer?

Refine Skills With Niche Target Market

Attractive Salary & Flexibility

Monthly Bonuses (Based on Performance)

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