

Argentina Jobs Expertini®

Sales Executive – Transformational Growth Executive

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Company: Frost & Sullivan

Location: Ramos Mejía

Category: other-general

Overview

OPPORTUNITY TO EARN IN USD (after probationary period)

IMPORTANT NOTE: Please, send your CV in English, otherwise your application will not be considered.

Frost & Sullivan is seeking high performing candidates (inside account executives) to join our team in Buenos Aires, Argentina, to pursue and build new relationships across various practice areas.

This is your opportunity to be part of an inspirational global team that truly inspires positive global changes. Learn more about Frost & Sullivan:

(The definitive position title and internal corporate level will be established through a sequence of interviews and assessments)

Responsibilities

Build new client relationships with C-level executives within existing and new accounts

Set up and conduct prospecting calls with C-level executives in target account

Effectively use a CRM to accurately document all client activities and communications as well as maintain and forecast 30-60-90 pipeline

Handle inbound and outbound marketing and sales opportunities

Participate, as needed, in all aspects of the sale including qualifying activities, client meetings, needs assessments, delivering formal presentations / proposals, and closing new

business

Qualifications

1-2 year **Experiences** selling professional services, developing new business & relationships to increase account penetration.

Previous experience with outbound, fact-finding, and introductory business-to-business (B2B) calls
Hunter mentality

Excellent written, verbal, and presentation English skills with the ability to effectively present ideas and information in a professional business environment

Team player

Bachelors degree required.

Benefits

Opportunity to earn in USD (after probationary period)

14 days annual Leave if started by 1st of July

Annual base salary plus variable compensation plan

Healthcare Insurance OSDE 210

Meal Vouchers

Discounts & Benefits platform

Monday-Friday 9am-6pm

Healthy Snacks

#EnrichYourLifeEnhanceYourCareer

#LI-AE1

Need help finding the right job?

Frost & Sullivan, the Transformational Growth Journey Company, has spent more than 60 years partnering with clients to develop transformational growth strategies by focusing on

innovation and growth opportunities driven by disruptive technologies, mega trends, emerging markets and new business models. Today, more than ever before, companies must innovate, not only to survive, but thrive in the future. Our Growth Pipeline Management (GPM) system supports clients by identifying and evaluating new growth opportunities and serves as the foundation for continuous growth. This is your opportunity to be part of a revolutionary global team that truly inspires positive global changes by innovating to zero. Learn more about Frost & Sullivan at

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