

Argentina Jobs Expertini®

Sales Representative

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Company: Saphunt

Location: Argentina

Category: computer-and-mathematical

The Offer

Join an international team of over 45 highly motivated individuals spread across 5 continents.

Uncapped commission-based sales

Work from the comfort of your own home with a flexible remote work environment.

The opportunity to be part of a dynamic company that is reshaping the flooring industry.

The Job

Job description:

Drive sales growth and expand market share by actively prospecting, qualifying, and closing new business opportunities in the Brazilian market.

Develop and maintain strong relationships with flooring retailers and manufacturers, acting as a trusted advisor and consultant to understand their needs and provide tailored solutions.

Present and demonstrate Floori's software suite virtually or in-person, effectively communicating its benefits and value proposition to potential clients

Collaborate with the marketing team to develop and execute sales strategies and campaigns.

Attend annual industry conferences and stay informed about industry trends, market conditions, and competitors to identify new opportunities.

Meet and exceed sales targets, consistently demonstrating exceptional performance.

Provide timely and accurate sales reports, forecasts, and market feedback to the management team.

Manage and maintain a spotless HubSpot CRM and pipeline, ensuring accurate and up-to-date information.

Make proactive outbound calls to larger mid-market targets, with a target of +50 calls per day.

The Profile

Humble and willingness to learn.

Experience in the home-services/improvement field or can easily relate to SMB service-based business owners would be an advantage.

You possess exceptional verbal and written communication skills in both **English and Portuguese in** order to effectively liaise with the Stakeholders of the region.

Proven 4 -5 years experience in the **full cycle of sales** marketing and customer service roles, preferably in a B2B environment.

Excellent interpersonal skills with the ability to build rapport and establish long-term client relationships.

Proficiency in using CRM software and other sales tools such as HubSpot is highly advantageous.

Strong organizational skills and attention to detail.

Self-motivated and target-driven, with a strong work ethic.

Ability to work independently as well as part of a team.

Reliable high-speed internet connection and a quiet work environment.

The Employer

Our client provides a cutting-edge B2B SaaS sales tool that empowers flooring retailers and manufacturers worldwide.

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