

VoIP Salesperson

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Company: ROADWAY RESCUES LLC

Location: Argentina

Category: other-general

ROADWAY RESCUES LLC is looking for an excited and enthusiastic VoIP Salesperson to join our team. As a VoIP Salesperson, you will be responsible for selling our VoIP (Voice over Internet Protocol) services to businesses of all sizes. You will prospect potential clients, conduct sales presentations, negotiate contracts, and provide exceptional customer service. This is a fantastic opportunity to be part of a dynamic team and contribute to the growth of our company in the telecommunications industry.

Responsibilities

Prospect and cultivate new leads, targeting businesses that can benefit from our VoIP services.

Conduct sales presentations to demonstrate the value and benefits of our VoIP services.

Understand customer needs and provide customized solutions to meet their requirements.

Negotiate sales contracts and close deals by securing client commitments.

Collaborate with the technical team to ensure smooth implementation and transition for new clients.

Build and maintain strong relationships with customers, providing ongoing support and ensuring customer satisfaction.

Stay up-to-date with industry trends and advancements in VoIP technology.

Requirements

Proven experience in B2B sales, preferably in the telecommunications or VoIP industry.

Passion for sales and ability to communicate excitement and enthusiasm to potential customers.

Excellent interpersonal and persuasion skills.

Strong negotiation and closing abilities.

Self-motivated and result-oriented mindset.

Technical knowledge of VoIP technology and services is preferred.

Excellent communication and presentation skills.

Ability to work independently and as part of a team.

Proficiency in using CRM systems and sales tools.

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