

Sales Representative @ White Sales

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Company: White Sales

Location: Denpasar

Category: other-general

Hello!

We are looking for **Sales Representative** to join **Atmosphera**.

The key task is to promptly process new leads, schedule meetings with new potential clients who have expressed interest in our services; conduct online and offline meetings to identify needs and present the best solution for the client; negotiate and organize the signing of a contract.

Who are we?

Atmosphera offers construction services on the island of Bali and a comprehensive set of project management tools for the residential and commercial real estate sector. Their services encompass all stages: from the initial idea and building concept development to the selection of materials and interior finishing. The team consists of professionals with relevant education and experience. Additionally, the company has an excellent reputation in the international market and provides guarantees to their clients.

Market Europe and Australia.

Clients entrepreneurs, freelancers, investors and anyone who is interested in building the property on Bali.

Working hours: Monday to Friday, from 10:00 to 19:00 local time in Bali.

Weekends: Saturday and Sunday are days off.

Office location: Jalan raya sanggingan no 36 Kel. Kedewatan, Kec. Ubud, Kab. Gianyar, Bali.

Why us?

Support and training: The team has a mentor who analyzes all sales business processes

and initiates its continuous development, including emphasizing important transactions and actions.

Salary: Timely payment of salary and a fixed rate during training and adaptation. Percentage of sales after adaptation.

Development: Opportunity to become a Team-lead.

Reputation: The project was created by a group of companies with a perfect reputation in the European market.

Looking forward to meeting our new Sales Rep!

Experience

At least one year of demonstrated success in selling complex solutions, with a preference for experience in the construction services sector.

Proven ability to generate a continuous stream of leads without interruption.

Sales Skills

Strong negotiation and deal-closing abilities, particularly in sales involving products or services with a cycle ranging from a few months to over a year.

Soft Skills

Well-developed interpersonal skills including empathy, ethical business communication, responsibility, strong organizational abilities, sociability, curiosity, and problem-solving capacity.

Language Proficiency

English at a B2/C1 level

Additional Qualifications

A successful track record of sales to English-speaking clients in Europe or Australia is highly advantageous.

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.,[Processing of incoming requests. Quick processing of new requests: leads verification, providing the information about services, scheduling the meetings., Conducting negotiations. Organizing and conducting consultations with potential clients: identifying needs, creating an offer to meet them., Organizing the deal closing. Agreeing on the terms of the deal with the client and colleagues, organizing the signing of the contract., CRM. Using CRM as the main tool for planning actions, recording their results, and generating offers.

Initiating changes to the tool that will improve the quality of customer service., Support and networking. Communication with clients to implement projects. Communication during the holidays - personal and general.] Requirements:

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