

Business Development Representative with German and English

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Company: Grupa Absolvent

Location: Kraków

Category: other-general

Bringing smiles is what we do at TTEC... for you and the customer. As a Business Development Representative with German-English in Krakow, Poland you'll be a part of creating and delivering amazing customer experiences while you also #ExperienceTTEC, an award-winning employment experience and company culture

What You'll be Doing

Looking to build long term relationships as a trusted advisor? Do you have a passion to maximize sales opportunities over the long term? You'll deliver amazing customer service and uncover sales opportunities for our technology client's customers. With a consultative selling approach and focus on revenue targets, you'll cultivate existing customer relationships while establishing and maintaining long-term relationships. You'll work both independently and collaboratively with a cross-functional team to identify and solve business technology needs in a cloud-based environment.

You'll report to the Operations Sales Manager. You'll contribute to the success of the customer experience as well as the overall success of the team.

During a Typical Day, You'll

- Bring your passion to negotiate with brand knowledge to close a sale, handle objections and rebuttals during customer interactions

- Recommend, quote, and negotiate product knowledge with customers to close the sale while identifying and handling all sale opportunities

- Build a healthy sales pipeline to achieve main targets

Support customers ranging from small to medium size businesses or advertising agencies and C-Level business contacts supporting cloud-based technology

Bring your curiosity to stay on top of the trends in the technology industry

What You Bring to the Role

Experience prospecting, developing accounts, negotiating, and closing deals

Develop partnership and communicate with high-level decision makers to assess needs

Some understanding of cloud-based software

Exceptional verbal and written bilingual communication skills in both German and English

1+ years demonstrated sales experience

A solution-oriented mindset and comfortable working to resolve issues before escalating to the next level

Reside in or able to relocate to the Krakow area

What You Can Expect

attractive salary

Generous relocation package

Private Luxmed medical care including dental care and eye care plan (glasses reimbursement)

Multisport Card

Flexible working hours and additional days of annual leave

Anniversary bonus

Partial language course reimbursement program as well as tuition program for sales courses and studies

About TTEC

Our business is about making customers happy. That's all we do. Since 1982, we've

helped companies build engaged, pleased, profitable customer experiences powered by our combination of humanity and technology. On behalf of many of the world's leading iconic and hypergrowth brands, we talk, message, text, and video chat with millions of customers every day. These exceptional customer experiences start with you.

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