

Business Development Representative with Italian-English Krakow (City), Lesser Poland

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Company: TTEC

Location: Kraków

Category: other-general

Bringing smiles is what we do at TTEC... for you and the customer. As a **Business Development Representative with Italian-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

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 Italian 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

Base Salary of 8000 PLN (~1700 EUR) gross plus quarterly performance-based commission

Generous relocation package of 2000 PLN net

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

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