

Business Development Representative with Russian-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 Russian-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.

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 Russian 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 5500 PLN gross plus quarterly performance-based commission

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

Generous relocation package of 2000 PLN net

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

A Bit More About Your Role

We'll train you to be a subject matter expert in your field, so you can be confident in providing the highest level of service possible whether through voice, chat or email interactions. We trust you already have the necessary ingredient that can't be taught – a caring and supportive

nature that will shine through as you help customers. You'll also have a chance to make great new friends within the TTEC community and grow your career in a dynamic, family-friendly atmosphere.

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.

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