

# Poland Jobs Expertini®

## Non-technical Sales Representative with German Krakow (City), Lesser Poland

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Company: TTEC

Location: Kraków

Category: other-general

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.

TTEC is proud to be an equal opportunity employer where all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or status as a protected veteran. TTEC embraces and is committed to building a diverse and inclusive workforce that respects and empowers the cultures and perspectives within our global teams. We aim to reflect the communities we serve, by not only delivering amazing service and technology, but also humanity. We make it a point to make sure all our employees feel valued, belonging, and comfortable being their authentic selves at work. As a global company, we know diversity is our strength because it enables us to view things from different vantage points and for you to bring value to the table in your own unique way. But don't take our word for it, check out some of the diversity and women in leadership awards on [TTECjobs.com](https://www.ttecjobs.com).

As a **Sales Agent**, your goal will be to identify leads and opportunities independently through various prospecting tools and cross-functional collaboration within our organization, work on the given pipeline to develop relationships with potential clients and decision-makers and optimize our existing partner care program to ensure that clients implement the technical advice of our team. You will also work closely with the Google Business

Development team to develop sales strategies and initiatives and to stay up to date with industry trends and best practices.

**Key Responsibilities:**

Independently identify leads and decision-makers using various prospecting tools, cross-functional collaboration within our organization, and other means.

Work on the given pipeline to develop relationships with potential clients and decision-makers.

Optimize our existing partner care program to ensure clients implement our team's technical advice.

Craft persuasive and data-driven sales pitches to influence and persuade potential clients to adopt our product.

Develop and maintain strong relationships with clients to ensure repeat business and customer satisfaction.

Collaborate with the Google Business Development team to develop sales strategies and initiatives.

Stay up to date with industry trends and best practices and provide feedback to the team regarding product improvements and new opportunities.

Meet and exceed sales targets and KPIs.

Collaborate with cross-functional teams including Marketing, Product, and Engineering to ensure seamless execution of sales strategies and initiatives.

Fluent in English and any other language required for the program.

**Requirements:**

Bachelor's degree in business administration, marketing, or related field.

Proven track record in sales, with experience in prospecting, pitching, and closing deals.

Strong analytical skills and ability to use data to inform sales strategies and decisions.

Excellent communication and interpersonal skills with a proven ability to influence and persuade.

Self-motivated with a positive attitude and a desire to exceed expectations.

Familiarity with prospecting tools such as LinkedIn and other sales enablement technologies.

Ability to quickly ramp up on technical topics related to payments and the Google Pay ecosystem.

Experience in the payments industry and Google Pay knowledge is a plus.

### **What we offer**

Base wage of 8500 PLN plus quarterly performance-based commission

Generous relocation package of 2000 PLN net

Work Arrangement: Hybrid (3 days in the office)

Working Hours: Flexible (7 am - 7 pm)

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

Multisport Card

Flexible working hours and additional days of annual leave

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

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