

Sales Development Representative - Spanish-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 **Bilingual Sales Development Representative - Spanish-English** working onsite 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

Are you results focused and love to help others? Do you have a passion to maximize sale opportunities? You'll service, enhance, and build relationships with current and future customers. Focused on achieving revenue quotas, you'll identify and qualify prospects, overcome objections, and address concerns through consultative approach. You'll be the subject matter expert on all solution and product offerings.

During a Typical Day, You'll

Perform internet-based research to locate insights on targeted companies that can be used in introductory conversations

Engage contacts with a multi-channel approach of phone, emails, messaging with LinkedIn and other platforms

Perform demonstrations and presentations to introduce solutions to prospective clients

Schedule meetings with sales executives and consultants

Collaborate with assigned sales executives and consultants to ensure understanding in strategy and goals to maximize opportunities and sales activity

Meet monthly measurements and monthly quota

Manage meetings and opportunities in our CRM following standard internal sales processes

What You Bring to the Role

2+ years of sales experience and business to business (B2B) sales experience

Bilingual Spanish and English, minimum C1 level

Develop relationship with clients over the phone

Open to self-improvement and appreciate training opportunities to learn and grow

Knowledge of competitor vertical and industry trends

Ability to navigate through several web applications simultaneously

What You Can Expect

Supportive of your career and professional development while providing opportunities to connect with the team such as breakfast, parties, movie nights and fun competitions

An inclusive culture and community minded organization where giving back is encouraged

A global team of curious lifelong learners guided by our company values

Base Salary of 10000 PLN gross plus performance-based commission

Relocation package, VISA and Work Permit reimbursement if needed

And more great benefits like Private Luxmed medical care including dental care and eye care plan (glasses reimbursement, Multisport Card, Flexible working hours, Partial language course reimbursement program as well as tuition program for sales courses and studies

Visit for more information.

A Bit More About Your Role

We're committed to ensuring you have the skills and support to be successful in your role throughout your career. From your first day in training, through individualized webcam-enabled, engagement and coaching, on into 1000s of free courses to support your career growth wherever that may take you. And we know that you bring with you the one

necessary ingredient that can't be taught – a caring and supportive nature that will shine through as you help customers. Our TTEC community is here for you as one dynamic, global family.

You'll report to Senior Sales Manager. You'll contribute to the success of the customer experience and the overall success of the team.

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