



<https://travelotopos.com/job/sales-representative-brand-ambassador/>

Sales Representative | Brand Ambassador

Description

Travelotopos

Become part of Europe's leading software for the travel sector! Since 2014 we have been digitizing one of the largest markets in tourism with our Software-as-a-Service solutions. Very likely you have already booked with one of our customers without noticing it. Because Travelotopos is the technology behind many travel providers in Europe and we work together with TripAdvisor, GetYourGuide, and Booking.com.

Job Overview

Travelotopos is a leading travel technology company that offers 4 different booking systems for the travel sector. We are hiring a Sales Representative to join our team. If you're a passionate self-starter, Travelotopos is a perfect place to grow your career. Apply today!

Responsibilities

We're looking for a results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects.

- Present, promote, and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling and emails
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within the schedule
- Coordinate sales efforts with team members and other departments
- Analyze the territory/market's potential, track sales, and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback

Qualifications

- Proven work experience as a Sales Representative
- Excellent knowledge of MS Office
- Familiarity with BRM and CRM practices along with the ability to build productive business professional relationships
- Highly motivated and the target is driven with a proven track record in sales
- Excellent selling, negotiation, and communication skills
- Prioritizing, time management, and organizational skills
- Ability to create and deliver presentations tailored to the audience's needs
- Relationship management skills and openness to feedback
- Bachelor's degree in business or a related field
- Strong knowledge of various marketing and analytics tools such as Google

Hiring organization

Travelotopos LTD

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Long term

Industry

Sales

Job Location

Leof. Dimarchou Aggelou Metaxa
15, 166 75, Glifada , Attica, Greece

Valid through

31.10.2023

Analytics, CRM

systems (e.g. Salesforce), and content management systems

- Ability to travel as necessary
- Ability to cooperate with different stakeholders, professionally
- Team spirit

Job Benefits

We invest in you and your career, continuous development

- Competitive salary
- You will work in a nice friendly environment
- Your colleagues will be the best in the industry, a team of 10 people with a strong background in tech and sales