

Sales & Lead Specialist

Job Category: Sales

Job Location: Skopje, North Macedonia

Company Overview:

At Verv Trip, we specialise in providing exceptional travel solutions tailored to both B2B and B2C clients. Our mission is to deliver seamless and memorable travel experiences through our innovative services and personalised approach. We cater to a diverse clientele, ranging from corporate businesses seeking efficient travel management to individual customers looking for unique and curated travel adventures. With a commitment to excellence, Verv Trip combines industry expertise, cutting-edge technology, and a passion for travel to meet and exceed our clients' expectations. Join us and be a part of a dynamic team dedicated to redefining the travel industry.

Job Overview:

Support sales and marketing efforts by building a pipeline of leads to achieve business targets, quotas, and company goals. This role involves generating leads through phone calls, social media, and email outreach.

Key Responsibilities:

- Research, track, maintain, and update lead information
- Initiate outbound calls to generate new business opportunities
- Qualify leads through prospect contact
- Execute targeted email marketing campaigns to key clients and prospects
- Maintain and update the lead generation database
- Conduct market research and customer surveys to identify potential leads
- Assist in the preparation of proposals and sales presentations
- Develop in-depth knowledge of the company's products and services to enhance the sales process
- Negotiate rental agreements and manage property listings
- Handle tenant's inquiries
- Identify and reach out to potential clients and landlords
- Develop client acquisition strategies

Required Skills and Attributes:

- Proficiency in English, both verbal and written
- Experience with cold calling
- Expertise in research and database management
- Proficiency in MS Office, including Word, Excel, and Outlook
- Familiarity with CRM systems
- Strong project management and time management skills
- Experience working with Western companies (preferred)

Benefits:

- Starting Salary 30,000 – 35,000 MKD (depending on experience)
- Bonus incentive
- Full training and development opportunities with ongoing support from a Senior Management and Director
- Joining our team means becoming part of a company committed to delivering top-tier reference and recruitment services. We provide a supportive work environment, opportunities for professional growth, and the chance to make a significant impact in the aviation and recruitment sectors.