

Corporate Account Manager and Sales (Fully Remote)

Location: North Macedonia (Fully Remote)

Company: Omni OLM

About Us:

Omni OLM is a dynamic and growing company specializing in providing top-quality outsourced talent to American and Canadian brands. We are committed to providing top-notch services to our clients and fostering a positive work environment for our employees. We are currently seeking a highly motivated and experienced Corporate Account Manager and Sales professional to join our fully remote team.

Responsibilities:

- Engage in sales activities to promote and sell our services to potential clients in Canada and the US.
- Communicate effectively with hiring managers to understand their needs and provide tailored solutions.
- Maintain and nurture ongoing relationships with hiring managers to ensure client satisfaction and long-term partnerships.
- Identify new business opportunities and develop strategies to achieve sales targets.
- Prepare and deliver presentations, proposals, and sales contracts.
- Collaborate with internal teams to ensure seamless service delivery to clients.
- Track and report on sales activities, client interactions, and progress toward goals.

Important Skills and Qualifications:

- Excellent English communication skills, both written and verbal.
- Minimum of 2 years of sales experience, preferably in a B2B environment.
- Strong organizational skills and the ability to effectively manage multiple tasks and priorities.
- Proven track record of meeting or exceeding sales targets.
- Ability to build and maintain strong client relationships.
- Self-motivated, proactive, and able to work independently in a remote setting.
- Proficiency in using CRM software and other sales tools is a plus.

What We Offer:

- Competitive salary and performance-based incentives.
- Opportunities for professional development and career advancement.
- A supportive and collaborative remote work environment.

How to Apply:

If you are passionate about sales, have the necessary experience, and are eager to contribute to our company's success, we would love to hear from you.

Please send your updated resume (CV) in English to andrijana@omniolm.com **AND** a short audio message (no longer than 90 seconds) introducing yourself and detailing your relevant experience to WhatsApp: +38976422408 (Andrijana).