

## **Freelance Position-Commission Based Only**

**Start Date:** Immediately

**Interview Dates:** 9th of August

**About Us:** Verv Group Skopje is a dynamic and innovative company with expertise in recruitment and travel, tourism sales and property lead generation. We provide comprehensive recruitment solutions, reliable employment screening services and exceptional travel and tourism offerings. Our focus is on delivering outstanding candidates swiftly and efficiently. We are currently seeking a motivated and experienced Sales Representative to join our team, with a strong emphasis on driving growth in our recruitment, travel and property services.

### **Recruitment Sales:**

- Lead sales on multiple recruitment campaigns, source new clients, and build strong relationships.
- Advertise job vacancies, review CVs, interview applicants and ensure candidates are a good match for clients.
- Proactively cold call, email companies and follow up to promote recruitment services.
- Meet with new clients to develop and expand business opportunities and headhunt candidates for high end roles.
- Consistently achieve recruitment quotas and business development targets each month.

### **Travel Sales:**

- Proactively cold call and email potential clients to promote travel services and follow up on leads.
- Collect deposits and balances for travel bookings, sell itinerary and hotel packages, and maintain client relationships.

## •Property Lead Generation:

- A property sourcing agent plays a crucial role in sourcing Landlord Leads and helping clients find and acquire properties that meet their needs and investment goals.
- Their responsibilities cover a wide range of activities, from market research and property search to negotiation, due diligence, and client support.

## Requirements:

- Proven track record in sales with a solid history of meeting targets.
- At least 2 years of experience in recruitment sales; experience in travel and property sales is a plus.
- Up to date knowledge of employment law, documentation, and job hunting websites.
- Strong negotiation skills, ability to source new business leads, and proficiency in databases and spreadsheets.
- Ideally, experience as a Travel Consultant with excellent knowledge of travel software.
- Proficiency in English; additional languages are an advantage.
- Exemplary sales skills with a customer-oriented approach and ability to handle crises.
- Demonstrated ability to work independently and remain focused on achieving targets, with a strong emphasis on cold calling, emailing and following up.

**We are looking for someone who will be working on multiple campaigns.**

**Application Process:** Submit your CV and a cover letter detailing your relevant experience and why you would be a great fit for this

role. Applications will be reviewed on a rolling basis.

## **Why Join Verv Group Skopje?**

- Competitive Commission:
  - Recruitment: 15,000 MKD for each deal closed
  - Travel: 1500 MKD for every sale
  - Property and Landlord Lead Generation: between 1500 MKD and 15,000 MKD
- Uncapped commission and bonus incentives.
  - Opportunity to work in a dynamic and growing company.
  - Supportive and collaborative work environment with opportunities for professional growth.
  - Hybrid
  - Min 20 hours per week

Candidates must have access to a laptop and phone with good internet connection.

**Application Process:** Submit your CV in English to [vervrecruitment@vervrooms.com](mailto:vervrecruitment@vervrooms.com) with detailing your relevant experience and why you would be a great fit for this role. Applications will be reviewed on a rolling basis.