**Sales Account Manager - Job Description**

**Better Life Ventures** headquartered in the USA with a local branch registered in Skopje is seeking the right individual for a **Sales Account Manager** position.Individuals with extensive sales backgrounds and entrepreneurial working styles have the opportunity with unlimited revenue earnings and gain experience in the digital global commerce field.

We are looking for an enthusiastic a **Sales Account Manager** who is driven to close sales and build customer relationships to gain lifetime partnership in the wholesale channel of global sales. The ideal candidate is highly motivated, energetic, quick-learning, and ability to influence customers, with a passion of growing their career as a Sales Professional.

As we are serving a worldwide marketplace, this is a **work-from-home** position that **works-in-shifts**.

**Requirements:**

* A minimum of **five years** professional working experience in sales selling products and/or services
* Excellent verbal and written English
* Excellent interpersonal skills to communicate effectively with clients and teammates by chat/telephone/email
* Demonstrated ability to generate new business out of inbound inquiries from interested potential new clients
* Demonstrated ability to engage in relationship-building discussions by contacting previous leads and existing customers
* Proficient in identifying low value versus high value buyers and customizing communication to them
* Demonstrated ability to identify and anticipate clients' needs and sell products, including **up-sell and cross-sell**
* Possess problem-solving and decision-making skills
* Solid administrative and organizational skills
* Proficiency in Microsoft Office-based programs
* Intermediate mathematical skills performing calculations involving adding, subtracting, multiplying, and dividing
* Experience in B2B preferred
* Willingness and ability to work in shifts and from home
* Flexibility in the working hours is designed to accommodate infrequent inquiries and tasks within the main work hours
* Knowledgeable of digital marketing and Alibaba platform is preferred

**Responsibilities:**

* Become proficient in the product categories and maintain effective sales skills to offer the product/s that best fit the client’s needs
* Manage inbound customer inquiries by answering questions of the perspective buyers and influencing them to make purchases
* Manage their individual Alibaba account which serves as the platform for acquiring new customers; will become proficient in the system
* Consistently meet or exceed sales/performance goals by answering new inquiries timely and following up with existing prospects regularly
* Proactively contact leads – existing buyers to repurchase, potential buyers that have not responded or paid for an estimate, and many other methods to increase sales
* Maintain an active prospect list and professionally correspond with clients or potential clients to identify their purchasing needs and to build long-term relationships
* Create estimates and invoices, as well as prepare shipping documentation; will be required to call UPS to resolve issues
* Send all of the allocated “Request for Quotations” to prospective buyers
* Provide sound shipping, packing, and customs information to move clients to take action.
* Serve customers quickly, accurately, efficiently, and confidentially. Takes a personal interest in each customer, trying to establish a rapport and looking for ways to help them
* Navigate multiple systems to professionally perform sale tasks by telephone/email with a high degree of accuracy and speed in a high-volume, fast-paced financial center environment
* Actively participate in training activities, coaching sessions, and meetings

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**What we offer:**

* Competitive and unlimited monthly commission
* Quarterly bonuses in addition to the standard monthly commission
* Work from home or anywhere with a stable Internet connection
* Flexibility in working hours
* Industry onboarding training program
* Ongoing Sales skills training as well as ability to gain industry experience in new digital marketing capabilities

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We are an equal employer, and we welcome everyone matching the experience and skills to apply.

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\*NOTE: Only the most suitable candidates will be contacted.



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