

Junior Sales Executive Switzerland

INTRO

QRP International is one of the major players in the Project Management Training market in Europe, and supports organisations in the development of their personal skills and in the successful implementation of these Best Practices through our accredited trainers and consultants. QRP International is a fast growing company, with a dynamic, young and results driven atmosphere. We are looking for a Sales Executive Switzerland (German Native Speaker).

ROLE DESCRIPTION

A talented (competitive and trustworthy) Sales Executive helping us build up our business activities in the country.

You will be responsible for discovering and pursuing new sales prospects and maintaining customer satisfaction. The goal is to meet and surpass the company's expectations to drive rapid and sustainable growth .

A passionate for the “art” of Sales and will have experience and dedication relationship building;

The goal is to drive sustainable financial growth through boosting sales and forging strong relationships with clients.

The ability and willingness to travel is required

RESPONSIBILITIES

- Responsible for contributing to the country business strategies
- Responsible for contributing to the country marketing strategy
- To actively seek out new sales opportunities through cold calling, networking and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products/ services
- To negotiate/close deals and handle complaints or objections
- To find business opportunities and manage customer relationships.
- To manage and record all sales enquiries via CRM
- To provide trustworthy feedback and after-sales support
- To Report sales figures
- Collaborate with team to achieve better results
- Conduct market research to identify selling possibilities and evaluate customer needs

SKILLS

- German Native Speaker
- English Speaker C1-C2
- French Speaker B2-C1
- The ability and desire to sell
- Thorough knowledge of sales and negotiating techniques (telephone and face to face)
- Experience as a sales executive in B2B
- Ability to drive the sales process from plan to close
- To negotiate/close deals and handle complaints or objections
- a good level of numeracy.

COMPETENCES

- Able to embrace QRP Core Values in everyday work
 - We do our utmost to make our clients happy
 - We enjoy working together as a team
 - We keep our word
 - We are committed to our professional development
- Results orientation
- Autonomy
- Proactivity
- Interpersonal communication
- Assertiveness
- Teamwork
- Relational skills
- Flexibility
- Self-efficacy
- Sense of Belonging
- Resilience and the ability to cope with rejection
- Good level of numeracy
- Networking
- Excellent writer and communicator (in both the written and verbal form)

RELATIONSHIP

- Reporting to Business Development Manager
- Working relationships - Marketing Executive, Sales Manager, Operations Manager, Trainers, Consultants

CONTRACT

- Starting July-August 2020
- Subsequent to the initial period and good performance QRP intend to offer long term contract to the successful candidate.

Interested?

Please send your CV with motivation and reference SECH2020 to:

Michelangelo Carbone

michelangelo.carbone@qrpinternational.com

The intensive recruitment process includes interviews, reference checks and psychometric assessments.

