

Venezuela Jobs Expertini®

Software Sales Associate - Trainee

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Company: Jungleworks

Location: Valencia

Category: other-general

Designation: Software Sales Associate - Trainee Job Location: Latin America Summary:

We're on the lookout for driven and ambitious college graduates to join our energetic software sales team as Software Sales Associates - Trainees. In this role, you'll be pivotal in propelling our company's growth by championing and selling our innovative software solutions to clients. This presents an exceptional opportunity to jump-start your career in sales while gaining hands-on experience with cutting-edge technologies in a fast-paced environment. Your Roles and Responsibilities: Identify and develop new business opportunities by actively seeking out and qualifying potential clients from the assigned lead quota, with the goal of achieving sales targets and driving revenue growth. Conduct comprehensive market research to gain insights into customer needs, industry trends, and competitive dynamics, enabling effective positioning and differentiation of our software solutions. Deliver compelling sales presentations and product demonstrations, adeptly showcasing the features, benefits, and value proposition of our software solutions. Collaborate closely with the sales team and cross-functional departments to craft tailored proposals and solutions that address clients' specific requirements. Maintain meticulous records of sales activities, customer interactions, and pipeline management utilizing CRM (Customer Relationship Management) software. Drive negotiations and close sales deals while adhering to pricing guidelines and achieving set sales targets, ensuring consistent contribution to the attainment of monthly, quarterly, and annual revenue goals. Cultivate enduring relationships with clients, ensuring their satisfaction and fostering loyalty to maximize retention. Stay abreast of industry trends, product advancements, and competitor offerings, enabling articulate communication of the value

proposition of our software solutions. Participate actively in sales meetings, conferences, and training sessions to refine your sales skills and stay abreast of the latest market trends. Qualifications: Bachelor's/Masters degree from a reputable college/university preferred. Exceptional communication and interpersonal skills, enabling effective engagement and relationship-building with diverse stakeholders. Strong problem-solving acumen and negotiation prowess to address customer needs and overcome objections. Self-motivated, target-driven, and adaptable to thrive in a dynamic sales environment. Enthusiastic about technology and eager to delve into software solutions and their applications. Capable of working autonomously as well as collaboratively within a team setting. Familiarity with CRM software and proficiency in MS Office or equivalent productivity tools. Prior exposure to sales or customer service roles (internships, part-time positions, or extracurricular activities) is advantageous but not obligatory.

Any

0-1 year

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