PLANET EXPAT IS HIRING A SALES EXECUTIVE - BRIDAL & GIFTS PLATFORM FOR INTERNSHIP FROM 6 TO 24 MONTHS.

Date: 18/01/2018

Job reference: 171019-23520868

Type of contract: Internship
Localisation: Mexico City 10000, MX
Contract duration: From 6 to 24 months
Level of studies: Bachelor's Degree
Years of experience:

Company description:
Planet Expat provides career-boosting paid internships in some of the most innovative and dynamic Start-ups in Latin America, Europe and the USA. We connect students with promising start-ups abroad through a program that allows them to gain valuable professional experience in international environments while being key contributors to innovative projects. We are now hiring for the company below:

We are a startup based in vibrant and dynamic Mexico City and currently scaling-up to other countries in Latin America, USA and Europe. Our mission is to change the way of giving and receiving gifts during special occasions and events, by doing it in a more practical, flexible and personal way and leveraging on technology, increasing in this way customer appreciation and satisfaction, while contributing to waste reduction.

Job description:
Follow-up on leads that contact us through our website and communication channels, by organizing calls and meetings with them, to close deals and convert them into clients.
Identify and act upon business opportunities.
Build and maintain positive relations with our clients, complying with organization standards.
Deliver high-quality service to them, creatively recommending solutions to close deals.
Provide support, information, and advice to our clients throughout the whole selling process. Address customer concerns.
Identify customer needs by remaining current on industry trends, market activities and competitors.
Manage client contact data and prepare reports by collecting, analyzing, and summarizing information.

Required profile:
Business related University degree (can be recent graduate).
Passion for the bridal, celebrations and gifts industry.
Excellent communication skills.
Persuasive and good negotiator.
Good organizational skills.
Motivation for sales, energy and initiative.
Hardworking and results-oriented.
Excellent/ Native Spanish and fluent English.

To apply: https://apply.multiposting.fr/jobs/4939/23520868