



sellercloud

Sales Executive

Sellercloud is a USA-based software company dedicated to helping online retailers meet the challenges of multichannel selling through synchronization, simplification, and automation. We are a **Software-as-a-Service (SaaS) company** and a leading **eCommerce management system**.

Interested to make an impact?

We're looking for a **results-driven Sales Executive** with excellent interpersonal skills to actively engage and close customer prospects. As a Sales Executive you will play a fundamental role in achieving our customer acquisition and revenue growth objectives. You must be comfortable reaching out to prospective clients and managing the sales process from qualifying prospects, generating interest and closing sales.

What our role looks like:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls, emails, social media and leads obtained from trade shows/conferences
- Increase sales by following the sales cycle from self-sourcing leads to close
- Sell full range of products by establishing contact and developing relationships with prospects, channel partners and recommending solutions
- Develop and close qualified opportunities through understanding client needs and requirements and ensuring that they are a good fit and that we can deliver accordingly
- Qualify leads by performing cost-benefit and needs analysis to ensure good fit for Lead and Sellercloud, and schedule demos
- Upsell additional solutions to current clients
- Research accounts, identify key players and proactively generate interest
- Document sales activities in the company CRM software
- Expedite the resolution of client problems and complaints to appropriate channels to maximize satisfaction
- Coordinate sales effort with team members and other departments
- Maintain professional and technical knowledge of the industry and Sellercloud software

- Supply management with reports on client needs, problems, interests, and potential for new products and services
- Establish and maintain positive business and client relationships by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.

What we are looking for:

- Proven experience as a sales representative
- Strong phone presence and experience reaching out to prospects
- Excellent communication skills (verbal and written/email)
- Highly motivated and target driven with a proven track record in sales
- Excellent time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills
- Prospecting Skills
- Excellent knowledge of MS Office
- Hands-on experience with CRM software is a plus
- Knowledge of Hubspot is a plus
- Availability to work 16:00 - 00:00/ Monday-Friday

We got you covered with:

- 25 days of paid leave
- Mentoring, training, and career development opportunities
- Flexi working time and hybrid model of work
- Parental bonus
- Referral bonus
- Participation in training sessions (internal & external)
- Be part of a close-knit, friendly, and supportive team
- Annual medical checks
- Gift cards
- Additional health care lux package
- Transportation benefit
- Gym Membership
- Food vouchers
- Prime office location
- Refreshing drinks and snacks at the office

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