

Bulgcom Ltd. is an independent telecommunications consultancy firm, established in Sofia, Bulgaria providing assistance to local and foreign organizations by evaluating and recommending solutions to meet current and future requirements while maintaining the bottom line.

For one of our projects we are looking for **TELEPHONE SALES & ACCOUNT EXECUTIVE**

ESSENTIAL JOB DUTIES AND RESPONSIBILITIES:

- Outbound telemarketing to identify leads, create interest, identify active briefs and book introductory meetings for our clients
- Develop potential prospects through follow-up emails and return calls
- Develop strong working relationships with current and potential clients, recognise clients needs whilst providing appropriate commercial solutions
- Represent our clients as if you worked for them, understand their product and services and sell them with enthusiasm
- Reception desk activities

REQUIREMENTS:

- Understand B2B sales and building long term relationships through phone and email
- Excellent English communicator both written and verbal with the ability to engage decision makers without scripts.
- Fluent French and/or German and/or Russian are an advantage.
- An interest in the financial sector: Project Financing - Fund Management & M&A - Growth Management
- Outstanding personal and organizational skills
- Excellent computer literacy (MS Office + Internet)

ADVANTAGES:

- B2B telemarketing experience in lead generation, lead qualification and follow-up;
- 2nd language: French or German or Russian
- Salesforce CRM knowledge

WE OFFER:

- Excellent fixed remuneration + Bonus package based on the performance
- Flexible working hours
- Initial training
- Small comfortable and pleasant working environment

If you have an interest in a long-term co-operation, you prefer working on part-time and you consider you meet the above requirements, please send your CV and cover letter in English, not later then 30th of September 2011 (Friday) at: jobs@bulgcom.com

All documents will be kept in strict confidentiality. Successful candidates will be notified.

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