

Account Executive Bilingual

Description

About Bobtail Bobtail is dedicated to increasing happiness for our customers by eliminating inefficiencies in the supply chain. We envision a supply chain without friction, fraud, waste, and abuse where companies succeed based on the value they create. We work uniquely at Bobtail, where we value teams over individuals and encourage experimentation and iteration to constantly improve. Teams are given flexibility in working towards a shared purpose and given the freedom to decide how they will accomplish their goals. If you are an out-of-the-box thinker who takes a proactive approach to collaborating with others to solve problems and achieve your goals – we would love to talk to you. The things we value: Mission Teams over individuals Collaboration Communication Iteration Experimentation and failing fast Initiative and solutions-oriented approach Documentation Data Mental health and work-life balance Diversity Transparency You should apply if you have: 3+ years of B2B cold calling & outbound sales experience Bilingual, fluency in both languages is a must (English & Spanish) Software as a Service (SaaS) experience is a must US Trucking Industry knowledge is a plus CRM usage experience is preferred (Salesforce is a plus) Start-up experience is a plus Ability to quickly learn in a fast-paced environment, Consistent track record of achievement and hitting quotas Confidence, as well as strong verbal & written communication skills when interacting with clients Ability to discover and understand customer needs and propose solutions Dependable team player A motivated, driven, self-starter! We love those with grit and accountability! Must own a modern – not older than 3 years old laptop with a working camera. An Internet Speed of 50 Mbps is required You will be responsible for: Making daily cold calls & sending emails/text to connect with prospects Converting prospects & leads into Bobtail clients Collaborating as a team to accomplish individual, team, and company-wide goals Maintaining a pipeline of leads and opportunities using our CRM (Salesforce) Effectively using other sales tools to track progress and improve your performance Learning about each client's needs, industry, and competitors. Building long-lasting, mutually beneficial relationships with prospects and clients to create a better customer experience. Following up with prospects throughout the sales cycle to continue nurturing them. Presenting the value of Bobtail products and services to prospects Staying current on company offerings and industry trends. Educational background: Bachelor's degree preferred Sales or business education/certification preferred Completed studies preferred Benefits: Monthly Mental Break Day Paid Time Off Work from home (or wherever) Parental leave Creating a diverse and inclusive workplace is Bobtail's nucleus. We are an equal opportunity employer and embrace people of different backgrounds, cultures, religions, national origins, races, colors, genders, gender expressions, sexual orientations, ages, marital status, veteran status, experiences, abilities, and perspectives. Please mention the word ****HEROIC**** and tag **RMzQuODYuMTYzLjE1Mg==** when applying to show you read the job post completely (**#RMzQuODYuMTYzLjE1Mg==**). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Bobtail

Job Location

Buenos Aires, Buenos Aires, Argentina

Base Salary

\$ 50000 - \$ 90000

Date posted

May 13, 2024

Apply Now