

**EMPLOYER DETAILS:**

**TELEPERFORMANCE SPAIN**

TOWN AND COUNTRY: Barcelona, Spain

WEB: <https://www.teleperformance.com/es-es>

**PLACE OF WORK: Barcelona**

**NAME: Spanish Outbound Sales Developers - Google Products**

**Responsibilities:**

- Achieve SQO (Sales Qualified Opportunity) quota quarterly, and hit a target level of activity daily and weekly
- Manage a portfolio of assigned accounts to identify high potential prospects
- Educate customers on what we have to offer
- Execute daily outbound phone calls and emails (often-cold calling), contact C-level decision makers, build quick rapport and assess needs.
- Understand prospects' pain points, gather technical requirements, correlate business needs to available Cloud solutions (solution-selling) and build value for next steps in the sales process
- Update and maintain prospect and customer data in [Salesforce.com](https://www.salesforce.com) (CRM database). Manage leads, contacts, accounts, opportunities and activities in [Salesforce.com](https://www.salesforce.com)
- Work towards team and individual goals for key performance indicators like productivity, conversion rates, opportunities and pipeline
- Diligently document customer's notes and deal details over the course of a customer's interaction (using [Salesforce.com](https://www.salesforce.com)) to ensure that clarity on the current and past state of customer interaction is available to all stakeholders at any given point in time.

**NUMBER OF POSTS: 1**

**PROFILE OF EMPLOYEE:**

- BA/BS degree OR equivalent practical experience
- Proficiency level of Spanish
- Ability to speak and write English fluently and idiomatically
- Some experience in outbound sales, B2B sales or business development, ideally in the IT industry

- Some understanding of cloud computing concepts, in particular Google Cloud Platform solutions
- Ability to connect business needs with adequate solutions, strong business acumen
- Strong interpersonal skills and a high level of integrity and professionalism
- Comfortable working against an assigned quota in a phone based environment
- General IT skills: essential computer skills to navigate efficiently a computer based job

**Desirable:**

- 1 year experience in IT outbound sales prospecting, with strong sales acumen and ability to persuade others and read situations well
- Experience in cold calling and successfully managing a large portfolio of accounts and contacts
- Experience using Salesforce or other CRM platforms
- Able to identify key decision makers and relevant stakeholders in a business conversation
- Goal oriented, self-motivated individual who is proactive, confident competitive and tenacious
- Understanding of local market and local business environment

**WORKING CONDITIONS:**

- Full time position (39h per week, Monday to Friday)
- Long Term Contract
- Free Gym Membership
- A permanent presence of coaches who will facilitate your personal and professional development
- Established career path to grow within the project
- Bi-weekly, monthly or quarterly contests
- Employment with the world's largest provider of contact centre services
- Excellent work environment, great colleagues, social arrangements and personal development
- Dynamic business casual environment with colleagues of all ages gathered in a highly-motivated team
- Office location surrounded by the sea ([World Trade Center](#), Barcelona, Spain)

**SALARY/ GROSS OR NET/ MONTH (Minimum – Maximum):** 19.086,85 € gross/year +  
up to 2.290,42 € gross/year in bonus

**APPLICATIONS:**

BY,e-MAIL (a.s.o.) [briceida.fernandez@es.teleperformance.es](mailto:briceida.fernandez@es.teleperformance.es)

REFERENCE: EURES.SPCLLOUD

CONTACT PERSON : Briceida Fernandez

**DEADLINE: 09/11/2019**