

Swak BPO is looking for enthusiastic Telesales Representatives to contribute in generating sales for our company. You will be responsible for closing sales deals over the phone and maintaining good customer relationships.

The goal is to help the company grow by bringing in customers and developing business.

Responsibilities:

- Contact potential or existing customers to inform them about a product or service using scripts
- Answer questions about products or the company
- Ask questions to understand customer requirements and close sales
- Direct prospects to the field sales team when needed
- Enter and update customer information in the database
- Take and process orders in an accurate manner

Requirements:

- Proven experience as telesales representative or other sales/customer service role
- Proven track record of successfully meeting sales quota preferably over the phone
- Good knowledge of relevant computer programs (e.g. CRM software) and telephone systems
- Ability to learn about products and services and describe/explain them to prospects
- Excellent knowledge of English
- Excellent communication and interpersonal skills
- Cool-tempered and able to handle rejection
- Outstanding negotiation skills with the ability to resolve issues and address complaints
- Undergrads are welcome