

IN CASE YOU FIND YOURSELF QUALIFIED FOR THIS ROLE
PLEASE SUBMIT YOUR CV TO
CAREER@TECHNO-TRAINING.COM

IN EMAIL'S SUBJECT PLEASE SPECIFY THE POSITION YOU ARE APPLYING FOR



Entry Level Sales Executive

Job Description:

Are you looking for a career in sales where you have the ability to earn over 15 000 EUR annually, build a client base, travel and experience career growth opportunities?

Are you interested in working in a high-energy environment where the culture is absolutely electric?

Would you like to work in a global energy industry? If so, **WE WANT TO MEET YOU!**

Techno-Training is a provider of training and manpower services for oil and gas and power generating companies. Our training portfolio include Technical, HSE, Core Business Skills and Management Development programs. We also provide a wide range of consulting and manpower services for our clients.

We are currently looking for people to work in our Barcelona office as an Entry Level Sales Executives.

Purpose of this role:

Our salespeople are competitive and driven by the challenge of the sale in an industry with a never ending supply of prospects. They are money hungry, never satisfied with monthly minimums and are masters at building relationships. Tenacious and driven, our salespeople are truly passionate about helping their prospects become more knowledgeable and informed regarding their going to market strategies. By doing this they are rewarded with a base salary, large commissions, bonuses, incentives and more.

Responsibilities:

- Manage the sales process from prospecting to close utilizing our highly proven sales cycle
- Speak on a daily basis with key decision makers
- Ability to prospect industry specific leads
- Ability to research and source industry specific leads
- Ability to remain focused and organized in a high-energy atmosphere
- Generate revenue and grow client base
- Build a healthy opportunity sales pipeline to achieve and exceed sales quota
- Coachable with a strong desire to learn
- Entrepreneurial mindset with the ability to think outside traditional industry norms
- Overcome objections and handle basic inquiries
- Willingness to work directly with your general sales manager on a daily basis to close deals
- Strong desire to WIN at all costs
- Ability to function at a high level when expectations are lofty
- Maintain a client and prospect database
- Excellent communication skills with an enthusiastic personality
- Desire to move up within the company

Compensation

- Guaranteed base along with uncapped commissions

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New reps average 15K -20K EUR - their first year

- Flexible working schedule
- Uncapped commission
- Bonuses
- Additional training
- Enormously fun and competitive atmosphere that brings the best out of everyone
- Continuous training by the top professionals in the field
- Supportive management team dedicated to your success

Experience and Qualifications:

- Must be at least 3rd year student
- Fluent English and Spanish, other languages

Required Competencies:

- High energy, enthusiastic
- Strong organizational, planning, project management, problem resolution, communication, presentation, facilitation, and influencing skills
- Superior organizational skills, attention to detail/level of quality, communication (written and verbal), and guest service skills.
- Proficient in Microsoft Word, Excel, Power Point, and outlook.
- Naturally confident
- Self-motivation
- Self-control & awareness
- Able to work a flexible schedule including weekends, holidays and evenings to accommodate training and monitoring
- Advanced computer skills especially MS Office package (Word, Excel, PowerPoint)
- Outstanding communication and sales skills
- Attention to details and must be very well organized
- Proactive and quick learner