

Crystal Corporation LLC | Dubai

<https://crystalcorp.com/arabic/job/telemarketer/>

TELEMARKETER

Description

Based on level of experience and proof of claim

Responsibilities

Job Duties

- ◆ Cold call people using a given phone directory to sell our products and/or services
- ◆ Answer incoming calls from prospective customers
- ◆ Use scripts to provide information about products' and services features etc. and present their benefits
- ◆ Ask pertinent questions to understand the customer's requirements
- ◆ Persuade the customer to buy by demonstrating how our merchandise or services meet their needs
- ◆ Record the customer's personal information accurately in our POS
- ◆ Deal with complaints or doubts to safeguard the company's reputation
- ◆ Go the "extra mile" to meet sales quota and facilitate future sales
- ◆ Keep records of calls and sales, with other useful information

Qualifications

High school diploma; BSc/Ba is a plus

- ◆ Proven experience as telemarketer or similar sales/customer service role)
- ◆ Proven track record of successfully meeting sales quotas preferably over the phone
- ◆ Working knowledge of relevant computer programs (e.g. POS, CRM software) and telephone systems
- ◆ Excellent communication and presentation skills
- ◆ Proficient in English
- ◆ Skilled in negotiation and dealing with complaints
- ◆ Persistent and results-oriented
- ◆ Patient and able to handle customer rejection

Experience

- ◆ 1 or 2 years

Hiring organization

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Employment Type

Full-time

Duration of employment

Permanent

Job Location

Dubai, United Arab Emirates (UAE)

Date posted

September 11, 2023