



OPORTUNIDAD DE EMPLEO/INTERNADO/COOP

Empresa o Logo: **C | E | G | SOFT®**

Título de la Plaza/Internado/COOP: **Sales Representative**

Descripción o Requisitos de la Plaza/Internado/COOP:

Responsibilities:

- Communicate with customers and leads through cold calling, emails and/or visits to identify and understand their product or service needs; assists those existing customers and potential leads in selecting the company products that are best suited to their needs.
- Prospect and transform leads into new sales.
- Schedule meetings, perform online demos and presentations using appropriate company resources to generate new business opportunities.
- Coordinate sales effort with sales management, marketing, and operations.
- Supplies management with oral and written reports of sales activities.
- Ensure accurate and complete information of all sales activities is documented in company Customer Relationship Management (CRM) system and keep updating the account regularly.

Requirements:

- Excellent negotiation/persuasion skills
- Excellent communications skills in English and Spanish
- Able to interact with all levels of management
- Highly motivated and target driven
- Excellent knowledge of MS Office (Outlook, Word, Excel and Power Point)
- Bachelor's degree in Business, Marketing, Communications, or related field (preferable).





- Minimum of 1 year of sales experience (preferable).

Fecha de la Oportunidad (Día/Mes/Año): Agosto 2024

Fecha Límite para Solicitar:

Tipo: ☒ Tiempo Parcial ☒ Tiempo Completo

Compensación: ☒ Con paga ☐ Estipendio ☐ Sin paga

*Salario: \$25,000 - \$50,000

Área de Estudios: [Business Administration](#) (preferible)

Localización: [San Juan, PR](#) (modalidad híbrida)

Persona Contacto y Posición: [Jennifer Ortiz- Human Resources Generalist](#)

Correo Electrónico de Persona Contacto: jortiz@cegsoft.com

Correo Electrónico a enviar resume o URL de solicitud: jortiz@cegsoft.com

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Favor de incluir en su correo "Referido por Programa ENLACE UPR-RP"

