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EXCLUSIVE FOR YOUR COMPANY.**

CROSS BORDER TALENTS | 2021

**Introduction for the
position: ID:**

Sales Representative
12241

Place of Residence Ireland

Profile Highly focused and results-oriented multilingual office professional who successfully supports complex, deadline-driven operations. Customer-oriented and computer-savvy. Self-motivated with a strong work ethic.

Skills & Competences Astute negotiation skills;
Sales;
Adaptability;
Engagement;
Communication.

Application Software

- Microsoft Dynamics;
- MS Office(Excel, PowerPoint, Word);
- Salesforce;
- Software Industry Knowledge.

Education 2018
Ruhr Universität Bochum, Bochum, Germany

CURRICULUM VITAE

Work Experience

Dec 2020 - Current

Sales Development Representative

Your tasks/responsibilities

- Researched and pitched the health and life science markets in Maintained a busy sales pipeline by effectively sourcing and qualifying potential leads, maximizing daily sales opportunities.
- Built a strong sales pipeline by qualifying inbound leads and selected Outbound Cold Calls to Strategic Accounts and converting them into qualified sales opportunities.

Jan 2020 – Oct 2020

Sales Advisor

Your tasks/responsibilities

- Articulated Microsoft Software and Cloud Service value and explained options and differences to maximise customer satisfaction while driving sales.
- Interfaced with customers, determined needs, provided recommendations and up-sold services.
- Provided support and empathy while succeeding in a competitive sales environment.

Nov 2018 – Jan 2020

Bilingual Customer Service Agent

Your tasks/responsibilities

- Served as company's multilingual German and English and French Customer Service Representative.
- Assisted approximately 48 customers each day with e-commerce questions or issues through inbound calls.

May 2015 – Oct 2018

Personal Assistant

Jan 2014 – Sep 2015

Senior Customer Service Representative

Languages

German – Native
English – Fluent
French – Fluent
Arabic – Fluent