

You love selling. You have hunter mentality. You are a closer. You love establishing new partnerships and managing existing ones. You like working with people across the globe. You love working hard because you know the work you do is valuable.

Do you want to become a **Sales Executive**? Axiom Translate wants to hear from you! We use our dynamic multitasking skills and creative thinking to complete translation projects in a variety of industries, delivered with a concierge-level customer service experience. Located remotely or in our office you will love being a part of our eclectic, fast-paced, and passionate team!

## **What's in it for you?**

We offer competitive salaries and provide performance-based bonuses. We are growing at a rapid pace and advancement opportunities are available for those who perform well. In addition to professional growth and advancement, we offer our employees great perks such as company-sponsored health and dental insurance, fun employee events, and more.

## **Sales Executive Responsibilities:**

- Acknowledge and respond to client enquiries in line with our quality procedures.
- Prospect daily and build new business pipeline of B2B and B2C potential clients.
- Discussing project specifications in detail with clients to produce accurate quotations
- Preparation of pitches and proposals.
- Maintain up-to-date information on our CRM and internal project management systems.
- Follow-up and close potential projects.
- Send satisfaction questionnaires to clients.
- Support the wider team with business intelligence and reporting.
- Pro-actively promote a sales and marketing ethos amongst colleagues in all functions of the company.

## **Sales Executive Requirements:**

- Ambition to develop a career in sales and enthusiasm to learn about the language services industry.
- Friendly approachable person.
- Willingness to learn.
- Proficient command of English. Other language is a plus.
- Commercial awareness.
- Excellent written communication and interpersonal skills.
- Ability to work quickly, efficiently and accurately under pressure.