

Oferta Laboral

-Posición

Appointment Scheduler

-Descripción del empleo

Appointment setter working remotely - Outbound B2B - USD Salary - 100% remote

At [Pearster](#) we're on the lookout for Sales representative - Appointment setter to join our team. This role is responsible for reaching out to potential clients or customers to schedule meetings, appointments, or consultations for a sales or service team. It involves managing communications, maintaining schedules, and ensuring smooth coordination between the client and the company.

Are you passionate about maximising sales opportunities through product and service recommendations?

- You'll bring your knowledge of Pearster's services to bear in setting up meetings, handling objections and rebuttals with customers.
- Contact potential customers by phone, email or other channels/communication platforms to introduce them to our company and our solutions and schedule appointments.
- Follow-up: Constantly follow up with potential clients who have shown interest but have not yet made an appointment.
- Qualify leads to assess their potential value to our business.
- Work with account executives to ensure a smooth handover of qualified leads for follow-up and closure.
- Effectively listen to customer needs to identify sales opportunities and make recommendations that meet their needs.
- Continuously update and maintain accurate records in our customer relationship database system.

-Rubro/Razón Social/Logo (excluyente algunos de estos 3 puntos):

Tecnología

-País/Provincia/Localidad:

Latinoamerica (preferentemente Buenos Aires)

-Área/Subárea:

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-Jerarquía (Senior/SemiSenior/Junior):

Junior

-Tipo de empleo (Full/Part-time):

Part-time

-Cantidad de vacantes

1

-Requisitos (Idioma/Formación/ExperienciaMínima/Aptitudes/LugarResidencia/Otros)

What You Bring To The Role?

- Comfortable engaging with customers to enhance and develop solutions
- Creative mindset to overcome objections and is committed to achieving goals
- Demonstrated experience as an appointment setter, telemarketer or in a similar role.
- Excellent communication and interpersonal skills.
- Strong organizational skills and attention to detail.
- Ability to work independently and manage time effectively.
- Ability to build relationships and trust quickly.
- Bilingual in English.

E-mail de contacto para recepción de CV

vero@pearster.com



CUI

CENTRO UNIVERSITARIO DE IDIOMAS