

## Telesales Advisor

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Company: BSI

Location: İstanbul

Category: other-general

Great that you're thinking about a career with BSI!

### **Purpose of the position:**

To sell BSI products and services to new and existing customers across a defined BSI product suite. To identify and manage sales opportunities, build an in-depth understanding of a clients current and future business needs and drivers, and position the BSI value proposition, how BSI products and services ' Make Excellence a habit'.

### **Location**İstanbul

### **Responsibilities :**

Proactively networking with existing customers to sell additional BSI products.

Identify new prospects to grow BSI's customer base through targeted calls to generate sales revenues in line with new business targets.

Generate new business & sales opportunities via professional handling of incoming calls and proactively making outbound calls

Maintaining sales activity data in CRM.

Managing inbound telephone inquiries for training courses.

Investigate the resources needed and provide a delivery schedule to fulfill the customer's order and solve any customer problems.

Managing potential through account and opportunity management to develop a solid

pipeline and produce accurate sales forecasts promptly.

### **To Be Successful In The Role:**

Previous experience in telesales preferred or entry-level candidates with excellent communication skills

Good command of Turkish and English

Motivated by working with targets and incentives

Organized and Methodical

Knowledge of Salesforce

#LI-MC1

#LI-HYBRID

Our Excellence Behaviours: Client-centric, Agile, Collaborative. These three behaviours represent how we do things at BSI. They help us ensure that BSI is a great place to work and a highly successful business.

BSI is conducting face-to-face interviews where appropriate and possible. If you are invited to a face-to-face interview but feel more comfortable with conducting the interview virtually, please speak to a member of our recruitment team.

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### **Cross References and Citations:**

1. [Telesales Advisor Madridjobs Jobs İstanbul Madridjobs ↗](#)
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3. [Telesales Advisor UsajobscentralJobs İstanbul Usajobscentral ↗](#)
4. [Telesales Advisor MedicaljobsnearmeJobs İstanbul Medicaljobsnearme ↗](#)
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