

# Romania Jobs Expertini®

## Sales Manager- Romania (Remote)

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Company: Starkflow

Location: Romania

Category: other-general

Greetings from Starkflow!! We are hiring for a Sales Manager for Starkflow for a Full Time/Permanent 100% remote opportunity. About Starkflow: We help businesses of all sizes; big or small, hire development teams for their project within hours. We do so by helping them leverage the best talent from across the globe by bringing them under one roof. Companies don't have to be constrained to one location and hire talent across geographies. We take care of the payments, payroll processing, and all the accounting tasks. Job Location: India & Eastern Europe [Remote] Years of Experience: 4+ years Candidate must be from Staffing and Recruiting Industry Proficient in English Verbal and Written Key Responsibilities: Develop and execute a comprehensive sales strategy to penetrate the US and European market, focusing on new client acquisition. Utilize your extensive network of industry contacts and potential clients to generate leads, cultivate relationships, and drive revenue growth. Collaborate closely with cross-functional teams, including marketing and sales, to ensure a seamless customer experience and alignment with market needs. Conduct thorough market research to identify opportunities, competitive landscape, and potential areas for growth. Lead sales presentations, negotiations, and contract discussions, showcasing our solutions' benefits to various stakeholders, including HR executives and decision-makers. Meet and exceed sales targets and performance metrics, reporting progress to senior management on a regular basis. Qualifications: Proven track record of at least 4 years in sales within the HR, recruitment, or technology sectors, with a consistent record of exceeding sales targets. Extensive network of contacts and potential clients in the US and/or Europe region. Exceptional communication, presentation, and negotiation skills, with the ability to engage

and influence senior executives. Strong strategic thinking and analytical skills, enabling you to develop effective sales strategies and identify growth opportunities. Self-motivated and results-driven, with the ability to work autonomously and as part of a team Powered by JazzHR

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