

## Sales Specialist - Outbound

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Company: Abacus Consulting

Location: Lahore

Category: other-general

Abacus Outsourcing is a prominent name when it comes to the BPO and IT Industry. We are on a hunt for Sales Enthusiast and Specialists who could help you to earn up to 400K . You must be an energetic, sales maverick, and Customer-oriented candidate. Responsibilities: Conduct outbound calls to potential customers and businesses and generate leads. Present and explain products or services to prospective customers. Provide information about the features, benefits, and pricing of products or services. Answer customer questions and address concerns to build customer confidence in the product or service. Maintain accurate and up-to-date customer records in the sales database. Collaborate with the sales team to develop effective sales strategies. Follow up with customers to ensure satisfaction and encourage repeat business. Handle customer objections and negotiate sales agreements. Requirements: Proven experience in telesales or a similar role will be preferred. Excellent communication and interpersonal skills. Ability to build rapport and establish long-term relationships with customers. Strong negotiation and persuasion skills. High school diploma or equivalent; additional education or training in sales is a plus. Positive attitude, resilience, and a strong work ethic. For more details, contact us at [monica.shankar@abacus-global.com](mailto:monica.shankar@abacus-global.com) #J-18808-Ljbfrr

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