

SALES REPRESENTATIVE

Who we are and what we do:

We, an international remote software company called [Avataris](https://www.avataris.io) (<https://www.avataris.io>), are developing a photorealistic metaverse using Unity game engine that serves as a life simulation, integrating our own unique AAA games and lifelike AI-powered digital humans. Our games are based on interpersonal relationships, realistic environments, and unique narrative-driven gameplays. Digital Humans are created with maximum realism in mind to create the perfect illusion both optically and functionally (e.g., using AI, speech recognition, complex personality, procedural animations, physical hairs, skin, cloths and muscles and VR hand and body interactions, etc.). As part of our team, you would work with cutting-edge technologies to push the boundaries of realism and create a breathtakingly beautiful game with unique depth and gameplay concept. Our market potential is enormous given the thematic niche, which raises your chance of rapid advancement and salary increases. For the expansion of our remote team we are looking for a sales representatives, supporting our striving to present our work in the world-wide job market.

Tasks:

- Gain an understanding of customers' diverse and specific business needs and apply product knowledge to meet them.
- Create and run Email/LinkedIn marketing campaigns.
- Carry out cold-calling in order to create interest in products and services, generate new business leads and arrange meetings.
- Generate sales by handling all aspects of the sales cycle from prospecting to closing.
- Develop effective sales plans using sales methodology.
- Update the CRM with the latest information.
- Manage workload in order to organize and prioritize daily and weekly goals.
- Contribute to team or progress meetings to update and inform colleagues and management.

Your skills/experience:

Important:

- Advanced English (also in speaking)
- Previous experience in B2B sales

- Experience with CRM platforms
- Enthusiasm for new technology and its commercial uses
- Self-motivation and a competitive, results-driven attitude
- Articulate, persuasive and influential communication skills

Advantageous:

- Experience in customer service / sales environment / account management
- Experience within the software industry

The advantages of our job offer:

- Eventually leading position in a rapidly growing company with big goals
- We are a promising pioneer in gaming and avatar technology
- Our huge market potential allows for rapid salary increases
- Very flexible work hours and remote working (part-time work also possible, as long as the workload allows it)

Payment will depend on your qualifications, but we offer a salary that you will find enticing, as we think that a top team deserves a top salary. We also pay performance-based bonuses and try to meet all your expectations in order to create the ideal working conditions.

Contact us:

Avataris Recruitment Team

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