

Limitless Solutions is a consulting and outsourcing company based in Skopje, helping international clients optimize business processes, reduce costs, and build skilled remote teams. What makes us different is our people-first, personalized approach and our mission to provide opportunities for growth in Macedonia for young professionals. Our diverse team delivers tailored support in sales, talent acquisition, marketing, back-office operations, and customer care for clients worldwide.

Role Description

We are looking for passionate, dynamic and ambitious individuals ready to step out of their comfort zone and join our team at our premises in the heart of Skopje.

This is a full-time on-site position. The Sales Representative will be responsible for performing outbound calls to prospective clients, deliver prepared sales talks and scripts that describe our clients' services with the aim to convert leads into live accounts, and achieving sales targets through effective communication and negotiation.

Qualifications

- Sales and Negotiation skills
- Client Relationship Management skills
- Business Development skills
- Excellent Communication skills
- Teamwork and Collaboration skills
- Experience in the consulting industry is a plus

Requirements

- Fluency in English
- Minimum 6 months of related sales experience in the financial industry preferred
- Trainings is fully provided for candidates that is from other Industry
- Proficiency in the use of CRM would be an asset
- Proven track record in a sales environment
- Positive attitude, flexible nature, a person who would thrive in a fast-paced, constantly changing environment
- Passion for phone sales is a must
- Target driven, innovative and confident
- Additional spoken languages will be an added advantage

Why you should join us?

- Regular working hours (Macedonian time)
- Very competitive basic salary
- Outstanding performance-based bonuses
- Work Life Balance: 5 days' work week from Mondays-Fridays
- Office Located in the Heart of Skopje
- Full Training will be provided
- Exclusive ongoing daily/ weekly promotions and incentives

If you are eager and ready to adapt, learn, apply for this position that can take you to Limitless rewarding opportunities!