

Senior B2B Outbound Sales Closer - 100% Remote

🌐 Work from home - 100% remote work from anywhere in Macedonia or the world!

🗣️ High English proficiency required

📅 Full time – 40 hours a week, Monday to Friday only

🕒 Working hours – MK time zone: either 16:00 – 24:00 or 19:00 – 03:00.

Join a fast-growing North American insurance technology company with offices in the U.S. and Canada!

✓ Key Responsibilities:

- . Make high-volume outbound calls to cold, scraped B2B leads
- . Set qualified appointments and close deals independently
- . Overcome objections and follow up persistently
- . Meet and exceed aggressive daily/weekly KPIs
- . Collaborate with the team to improve scripts and results
- . Track all activities and outcomes in the CRM or dialer

🎯 You Should Have:

- . Proven experience in B2B cold calling, closing sales, or appointment setting
- . Background using dialers and CRM tools
- . Strong closing skills and a results-driven mindset
- . Fluent English with clear, professional communication
- . Thick skin, speed, and relentless follow-up abilities

💰 Compensation:

- . Opportunity to join multiple active campaigns with growth potential
- . Base gross salary: \$900/month plus 10 percent bonuses calculated on the value of sales generated by the Consultant
- . Performance-based bonuses (paid by client or agency, depending on the campaign)

📢 **This is an urgent role. If you're a closer, don't wait. Apply now, join us, and take the next step in your career!**

Application Process:

✉️ Interested? Send your up-to-date CV (in English) to: andrijana@omniolm.com and a 1-2 minute introduction voice message in English via Viber or WhatsApp to: +38976422408.

Let's grow together! 🤝📁