APS (Agile Pro Solution) headquartered in the USA with a local office in Skopje is looking for a **Telesales Agents.** Here at APS, we believe that once you have the right skills and motivation to be successful you will be a great fit for the team.

**Job Summary**

We are looking for an enthusiastic Telesales Agents to contribute in generating sales leads for our customer in South Florida with in afternoon hours, 3pm-11pm. You will be responsible for qualification appointment over the phone.  
  
An effective Telesales Representative must be an excellent communicator and have superior people skills and the most important to have a positive attitude.  
  
The goal is to help the company grow by bringing in customers and developing business.

**TELESALES AGENTS FOR SOLAR COMPANY**

**Key Responsibilities:**

* Contact potential customers to inform them about the products and services
* Ask questions to understand customer requirements
* Set an appointment further for the sales process
* Enter and update customer information in the database
* Preserve the company’s reputation
* Go the “extra mile” to meet quota
* Keep records of calls and sales and note useful information

**Job Requirements:**

* Proven experience as Telesales Representative or other sales/customer service role
* Excellent knowledge of English
* Excellent communication and interpersonal skills
* Proven track record of successfully meeting sales quota preferably over the phone
* Cool-tempered and able to handle rejection
* Outstanding negotiation skills with the ability to resolve issues and address complaints
* Be able to work afternoon hours, **3pm-11pm**

**Abilities and skills:**

* Experience as Telesales Representative or other sales/customer service role
* Excellent communication and sales experience
* Self-motivated and positive individual

**What we offer:**

* Training Program
* Competitive salary and bonuses
* Great working environment
* Benefits and motivational perks

Our biggest assets are our employees and our organizational culture. We strive to create an environment where people will feel valued and rewarded.

We are an equal employer, and we welcome everyone matching the experience and skills to apply.

\*NOTE: Only the most suitable candidates will be contacted.