

## **Sales Representatives with English or Italian**

### **Who we are?**

ES Bright Consultants is a well-established global company specializing in providing professional services and support within international legal environments. Our Sofia office is the heartbeat of everything that we do, and a variety of teams work closely together to ensure that our growing reputation is enhanced in a positive and productive way every single day.

We are an enterprise led by ambition and therefore we have a bright future ahead of us.

### **What we are looking for?**

We understand that our amazing group of employees have provided the key to all of the achievements that we have made so far, so we are always making sure we are looking out for the best possible additions to join us to secure our future successes.

Our most important teams make up our Sales department, where we offer an international service, which is completely different from Financial markets. We are innovators with strong work ethics, who believe every good service is supposed to enhance our customers' lives.

Currently there are opportunities available for applicants who are ready to give themselves a true financial focus to achieve personal goals, and who wish to take on a challenge that will lead to real rewards.

### **We would like to hear from you if you:**

- Have a confident level of English or Italian – Spoken and Written;
- Are a person who is comfortable in communicating with people over the Telephone;
- Have the ability to present yourself in a professional way (Telesales/Telemarketing Experience a bonus, although not a requirement) ;
- Are motivated by the idea of making money in an environment where the bonuses are uncapped ;
- Are looking for an energizing and exciting work place;

- Are not afraid to be target-driven, both as an individual and as part of a team;

**Your responsibilities will be:**

- Welcoming potential new clients to our company;
- Clearly presenting the services we will provide;
- Qualifying to identify if they are able to become customers of our company;
- Negotiating and closing the clients that want to use our services;
- Manage a daily schedule of calls and emails and updating an internal database;

**We provide:**

- Excellent earning potential – Basic Salary + Uncapped Bonus Structure;
- Benefit Package (Travelcard, Health Insurance + More) ;
- Regular team activities, extra promotional bonus opportunities;
- Vibrant multinational culture with strong positive team spirit;
- Monday-Friday working schedule;
- Potential for career pathway – We promote from within and have big plans for growth, so we are ready to reward high performers with more senior roles within the company;