

Vacancy summary

Sales Associate

GE01492738



Georgia

Education : Bachelor, Bachelor of Professional**Experience :** 1 year - 3 years**Contract :** Long term

Languages

English : Fluent

Vacancy details

Job Title: Sales Associate

Model: Remote

Compensation: Base Salary + Commission Bonus (paid in USD)

How to Apply (MUST READ):

Only applications in English will be considered. To apply for this job, submit your CV along with a short video (2-3 minutes) to contact@flyonyxair.com explaining why you are the right person for the position, as per the requirements below.

Onyx Air is an aviation company on a mission to make flying to the other side of the world as simple as driving to the other side of town. We are looking for motivated and passionate salespeople to join our team.

Your work will mainly revolve around prospecting, conducting outreach, and promoting our company to potential clients for our signature offering- private jet charters.

You must have the mindset that you are joining a team on a mission, not applying for a regular job. We are looking for high energy, top performers.

We are a young company, and this would be a great opportunity for anyone interested in joining an energetic and dedicated team. Onyx Air will provide you many opportunities to grow and develop your career within the company.

You can be from anywhere in the world, and work anywhere in the world, as long as you're willing to work US hours, speak fluent English, and are ready for a challenge and to learn something new!

Job Duties:

Prospecting and researching information about potential clients through online sales tools (LinkedIn Sales Navigator, Apollo, etc)

Conducting outreach to warm and cold leads through a variety of channels: cold calls (primarily), email, social selling, etc

Presentation and promotion of the company's services

Scheduling (and later holding) meetings with qualified prospects

Periodic researching of client needs and trends

Tracking all progress in a CRM

Achieving weekly and monthly sales targets

Qualifications:

Full fluency in English (must have)

Willing to work US EST hours (must have)

At least 1 year of experience in a sales role (remote, English speaking)

Familiarity with various prospecting tools (Sales Navigator, Apollo, etc)

Excellent verbal and written skills

Ability to convince and effectively negotiate

Ability to work with various types of people

Analytical and methodical approach to work, with great attention to detail.

Persistent, motivated, and outgoing personality. Must take initiative.

Self- starter and risk- taker.

Once again, if interested, please submit your CV along with a short video (2-3 minutes) to contact@flyonyxair.com explaining why you are the right person for the position. We look forward to hearing from you!

Contacts

mobile: (+1) (646) 724-7731