# Sales Representative with Hungarian for Bucuresti site

Minimum Qualifications:

Fluent in English and Bulgarian/Hungarian
High school diploma or equivalent; College degree is a plus
1-2 years proven consultative sales and preferably in an advertising sales/business development and/or online media environment
Strong communication skills and the ability to pitch comprehensive advertising solutions over the telephone to high-end prospects
Proactive, organized, responsible, and having the proven ability to work well with a team

Preferred Qualifications:

Knowledge of traditional and digital media and its competitive landscape
Proven technical ability with customer-relationship management programs (salesforce.com)

**Descrierea jobului:**

Develop new business opportunities and react to inbound customer requests
Secure new advertising clients by presenting customized marketing solutions
Work closely with our short-term account management team to ensure your newly-sold clients achieve their advertising goals
Effectively manage your sales pipeline and develop a strategy for long-term sustained success
Consistently deliver against assigned quota, while prioritizing and delivering outstanding customer sales experience to customers

**Descrierea companiei:**

With sales approaching $23 billion, Xerox (NYSE: XRX) is the world’s leading enterprise for business process and document management. Its technology, expertise and services enable workplaces – from small businesses to large global enterprises – to simplify the way work gets done so they operate more effectively and focus more on what matters most: their real business. Headquartered in Norwalk, Conn., Xerox offers business process outsourcing and IT outsourcing services, including data processing, healthcare solutions, HR benefits management, finance support, transportation solutions, and customer relationship management services for commercial and government organizations worldwide. The company also provides extensive leading-edge document technology, services, software and genuine Xerox supplies for graphic communication and office printing environments of any size. The 140,000 people of Xerox serve clients in more than 160 countries.

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