

G Solutions Group doo was founded in 2014 with headquarter in Belgrade, Serbia.

As a result of commitment to development, continuous growth of human capital and improvement of business processes, G Solutions Group and its subsidiaries and all of the brands within the Easytovisa Portfolio have become the first CEE independent visa service and online immigration consultancy provider.

Easytovisa is a trusted visa service provider for some of the leading regional companies, in a wide range of industries.

[Fast and Secure Route to all Your Visas - Easytovisa](#)

Job Details: Telesales Representative (outbound)– Immigration, Visa & Document Services

CIBTvisas

About our Partner

CIBT is the leading global provider of immigration and visa services for corporations and individuals with over 1,700 expert immigration and visa professionals, attorneys and qualified migration consultants located in over 60 offices in 25 countries. With thirty years of experience, CIBT is the primary service provider to 75% of Fortune 500 companies.

CIBT offers a comprehensive suite of services under two primary brands: Newland Chase, a wholly owned subsidiary focused on global immigration strategy and advisory services for corporations worldwide and CIBTvisas, the market leader for business and other travel visa services for corporate and individual clients. CIBTvisas is the leading global travel visa service with unrivaled capability to obtain business and other travel visas for corporations and individuals worldwide in a fast, convenient and secure manner.

Position Overview

This is a fantastic opportunity to join the market leader in visa facilitation services, with a strong reputation in delivering excellent customer service and bespoke client solutions that drive value. The main purpose of this role is to support new business sales in **Immigration- Visa- & Document Services**, generating net new pipeline in the DACH Market.

You will be working directly for the Commercial Management of our DACH business, with a strong track record for growth and exciting plans for future expansion. You will be selling services through the telephone by contacting prospects and customers to promote offers or to set up appointments to support field sales representatives.

The following competencies have been identified as critical for success in the role and will be referred to during the assessment, feedback and evaluation process.

- Working with people
- Exceptional communication skills
- Being patient, persuasive and persistent
- Adhering to principles and values
- Persuading and influencing
- Delivering results and meeting customer expectations
- Coping with pressures and setbacks
- Analyzing
- Commercial thinking

Key Duties & Responsibilities

- Cold calling
- Lead generation and qualification
- Converting leads into customers
- Proactively contact prospects to establish a relationship that will lead to a sales opportunity.
- Establish rapport with prospects and determine potential opportunities, customer needs, competitive situation, objections and effectively communicate features and benefits of CIBT solutions.
- Meeting sales goals
- Manage detailed, timely and accurate records of all prospecting and qualification activity and information requests in salesforce.com.



Personal Specification

ESSENTIAL

- 1 to 3 years of experience in the area of outbound calling
- Exceptional proven track record of achievement versus targets
- Previous experience in educating customers on product benefits
- Experience of objection handling and solution selling
- Working knowledge of B2B marketing
- Commercial acumen
- Excellent English and German language skills (Spoken & Written)

DESIRABLE

- Experience in the area of HR global mobility and / or the travel industry with focus on immigration and / or visa services
- French language skills
- Salesforce.com proficient user

SOLUTIONS