

Title: Sales Executive

Company Overview: LeeGa Finalysis is a leading provider of online courses in finance, offering high-quality educational content to individuals seeking to enhance their knowledge and skills in the financial industry. Our courses cover a wide range of topics including investment strategies, financial analysis, portfolio management, and more.

Position Overview: We are seeking a motivated and results-driven Sales Representative to join our team. The Sales Representative will be responsible for promoting and selling our finance online courses to prospective customers. The ideal candidate will have a strong background in sales, excellent communication skills, and a passion for finance and education.

Key Responsibilities:

- Generate leads and identify potential customers through various channels such as cold calling, email outreach, social media, and networking events.
- Conduct product demonstrations and presentations to showcase the features and benefits of our finance online courses.
- Develop and maintain relationships with clients to understand their needs and provide personalized recommendations on suitable courses.
- Close sales and achieve monthly, quarterly, and annual sales targets.
- Collaborate with the marketing team to develop sales strategies and campaigns to increase course enrollment.
- Stay up-to-date with industry trends and competitor offerings to effectively position our courses in the market.
- Provide timely and accurate sales reports and forecasts to management.

Qualifications:

- Bachelor's degree in Business Administration, Finance, Marketing, or related field.
- Proven track record of success in sales, preferably in the education or finance industry.
- Excellent communication and interpersonal skills, with the ability to effectively engage with customers and build rapport.
- Strong negotiation and closing skills, with a focus on delivering exceptional customer service.
- Ability to work independently and as part of a team in a fast-paced environment.
- Proficiency in Microsoft Office Suite and CRM software (e.g., Salesforce).
- Knowledge of finance and investment principles is preferred.

Benefits:

- Competitive salary with commission-based incentives.
- Opportunities for career growth and advancement.
- Flexible work schedule.
- Access to company-sponsored training and professional development programs.
- Health insurance and other benefits as per company policy.

Join our team and help empower individuals to achieve their financial goals through our comprehensive online courses! Apply now by submitting your resume and cover letter detailing your relevant experience and why you would be a great fit for this role.