

Sales Representative - Brazil (Remote)

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Company: Floori

Location: Ecuador

Category: computer-and-mathematical

Floori provides a cutting-edge B2B SaaS sales tool that empowers flooring retailers and manufacturers worldwide. Our software suite utilizes augmented reality technology to enhance the customer buying experience and streamline the sales process for flooring companies. With a global presence and a passionate team distributed across Central Europe, the Middle East, the United States, and the APAC region, Floori is revolutionizing the way flooring is sold.

The Role

Sales Representative (Remote)

Are you a passionate, results-driven individual with a hunger for sales and a knack for building relationships? Do you speak fluent **Portuguese and English** ? Do you have a strong background in sales? If so, we have an exciting opportunity for you to join our team as a Sales Representative for the Brazilian market. This is a remote position, allowing you to work from anywhere .

Who We Are:

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Job description:

Drive sales growth and expand market share by actively prospecting, qualifying, and closing new business opportunities in the Brazilian market.

Develop and maintain strong relationships with flooring retailers and manufacturers, acting as a trusted advisor and consultant to understand their needs and provide tailored solutions.

Present and demonstrate Floori's software suite virtually or in-person, effectively communicating its benefits and value proposition to potential clients

Collaborate with the marketing team to develop and execute sales strategies and campaigns.

Attend annual industry conferences and stay informed about industry trends, market conditions, and competitors to identify new opportunities.

Meet and exceed sales targets, consistently demonstrating exceptional performance.

Provide timely and accurate sales reports, forecasts, and market feedback to the management team.

Manage and maintain a spotless HubSpot CRM and pipeline, ensuring accurate and up-to-date information.

Make proactive outbound calls to larger mid-market targets, with a target of +50 calls per day.

How to Apply:

If you're ready to take your sales career to the next level and be part of Floori's success story in Latin America, we want to hear from you. Join us in shaping the future of the flooring industry! To apply, please submit your **English resume** outlining your relevant experience and interest in the role to <https://form.jotform.com/232071104345443>.

Elevate your sales career with us and make a significant impact in the Brazilian market!

Ideal Profile

Who we're looking for:

Humble and willingness to learn.

Experience in the home-services/improvement field or can easily relate to SMB service-based business owners would be an advantage.

You possess exceptional verbal and written communication skills in both **English and Portuguese in** order to effectively liaise with the Stakeholders of the region.

Proven 4 -5 years experience in the **full cycle of sales** marketing and customer service roles, preferably in a B2B environment.

Excellent interpersonal skills with the ability to build rapport and establish long-term client relationships.

Proficiency in using CRM software and other sales tools such as HubSpot is highly advantageous.

Strong organizational skills and attention to detail.

Self-motivated and target-driven, with a strong work ethic.

Ability to work independently as well as part of a team.

Reliable high-speed internet connection and a quiet work environment.

What's on Offer?

Join an international team of over 45 highly motivated individuals spread across 5 continents.

Uncapped commission-based sales

Work from the comfort of your own home with a flexible remote work environment.

The opportunity to be part of a dynamic company that is reshaping the flooring industry.

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