

## Bilingual Outbound Sales Agent

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Company: Kognitive Sales Solutions

Location: Canada

Category: other-general

Optimy is currently seeking motivated and talented bilingual representatives who are driven individuals. As a bilingual Outbound Sales Agent, your role will be connecting with potential customers in the automotive industry looking for assistance through our online chat system. About Optimy.ai, a Division Of Kognitive Tech Inc. Kognitive Tech Inc. is a Sales Tech company that was founded in 2006 and was created to help clients increase sales revenue and profitability while providing world-class customer service. Our eCommerce division, Optimy.ai offers businesses a video chat tool, Optimy, that is the first eCommerce plug-in that allows for a live video chat conversation within the customer's web browser that is 100% private & secure.

**Roles And Responsibilities** You will support our customers navigate their options and to choose the right products Through our video chat function you will interact with customers and sell products online, just like they would in-store, increasing conversion rates from site visits to sales revenue for our retailers Interact and collaborate with Optimy Tool to monitor website traffic and identify potential candidate interactions Provide an exceptional pre-sale engagement including properly identifying candidate needs and solutions to drive recruitment within the organization Meet or exceed pre-determined sales KPI metrics

**Compensation:** \$19/hour + commission

**Schedule:** Must be flexible to work between 8:00am to 1:00am Must be flexible to work 4 days a week between Monday to Sunday Shifts are 8hrs Schedule will be made one month in advance Or Must be flexible to work between 8:00am to 1:00am Must be flexible to work 2 days a week Shifts are 5hrs-8hrs Schedule will be made one month in advance

**Requirements** Must be bilingual in both French/English with excellent verbal, written and oral communication Experience in the

automotive industry considered an assetCustomer service orientedFlexible and a team playerComfortable with technologyStrong Desire to be Leaders of TomorrowSales experience and customer service an assetBenefitsExciting, dynamic and rapid growth environmentCollaborative culture with autonomy and purposeIncredible mentors & investors that are an active part of the companyCompetitive base salaryFlexible scheduleFully Remote

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