

The Consilio Consulting Bulgaria EOOD is searching for a

Telesales Specialist for Sales Projects (m/f/d)



Sofia (Bulgaria)

YOUR TASKS

As part of our international sales team, you will play a key role in expanding our client base across the DACH region. Your focus will be on identifying potential customers, initiating first contact, and laying the foundation for successful business relationships.

- Research and identify relevant business contacts in Germany, Austria, and Switzerland (focus on manufacturing and logistics sectors)
- Conduct outbound calls to potential clients, presenting our services with enthusiasm and professionalism
- · Qualify and nurture leads, keeping accurate records in the CRM system
- · Schedule, prepare, and follow up on client meetings in collaboration with Account Managers
- · Support the sales team in driving business growth and maintaining strong customer relationships
- Contribute to process improvements and best practices in telesales activities

YOUR TALENTS

- Completed training or proven experience in telesales, inside sales, or lead generation (ideally in the SAP or IT environment)
- German and English language skills at business-fluent (C1) level, with confident and engaging phone communication in a professional context
- Strong interpersonal and persuasion skills with a positive, target-oriented mindset
- · Reliable, structured, and proactive way of working, both independently and in a team environment
- Proficiency in CRM systems and standard office applications
- Motivation to work in an international, fast-paced, and collaborative environment
- Availability for 30-40 working hours per week, depending on individual preference and project needs

YOUR BENEFITS













WHO WE ARE

CONSILIO offers companies excellent consulting services in the digitalization and automation of company-wide business processes. Our consultants combine process-oriented and functional technical SAP application know-how with the aim of improving the competitiveness of companies through the effective and efficient use of standard software. Well-known national and international companies place their trust in us and build on our many years of experience, competence and innovative strength. Because we understand them.



Your Contact:
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Talent Acquisition Specialist