

AFOL MILANO – SERVIZIO EURES

GRECIA



Riferimento	Eures Milano Rif. 50/19
Mansione	Italian Team Leader in Greece Rif. 50/19
	<p>Rif. Jobireland n.2098392 Italian Team Leader in Greece : Global Recruitment is a multilingual recruitment agency, based in Dublin, Ireland. We specialize in finding European language-speaking jobs for job seekers in many European countries. With years of experience in the multilingual BPO sector. Our fully-trained DK expert recruiters help and advise job seekers throughout the recruitment process, and always treat the candidate as a high priority. Our clients are highly-reputed companies with constant growth in the international market and we are pleased to find good employees for them. Thus, you should not hesitate to contact us regarding any kind of queries you have, related to jobs and career advice.</p> <p>Role Description</p> <ul style="list-style-type: none"> • Drive team KPIs: <ol style="list-style-type: none"> 1. Number and % of appointments taken 2. Quality and duration of sales speech 3. Call stats • Build, maintain & communicate a strong ambition for the business, team and individuals. • Ensure the right Process of Management & KPIs to drive the organization's performance against sales goals, strategies & action-plans. <p>Be accountable for results.</p> <ul style="list-style-type: none"> • Develop succession planning within the team, to ensure continuous skill set development/growth for the individuals. • Perform on going coaching activities with sales agents, coordinate with training department where needed in order to drive individual development. • Deliver team communication in a motivational manner, build team energy. • Demonstrate strong influencing skills to drive the team, managing change effectively, resulting in positive outcome • Assessment of team skills/motivation, identifying potential resource risks, flagging to HR/Management any anticipated hiring needs. • Coordinate effectively with HR, to ensure pipeline of candidates available to support new recruitment needs. • Troubleshoot on issues/escalations that affects people/team perf & constantly look for new ways to evolve space, driving improvement in sales operation and performance. • Support Client in sales tactics and action plan to anticipate partner/customer needs to pro-actively provide business recommendations. • Constantly looks for new and better ways to drive sales operations and sales performance. • Build a true succession plan to allow individual growth within sales teams. <p>Requirements:</p> <ul style="list-style-type: none"> • Strong analytics skills • Capability to understand complex reporting and convert numbers into action plans • Strong communication skills, including communication at executive level • Native Italian language • Fluent English language • Bachelor/Master's degree in Business • B2B Sales experience • Previous experience as Team-Leader

Le offerte sono consultabili online al seguente link

http://www.cittametropolitana.mi.it/sintesi/banchedati/Offerte_Eures_per_lavorare_in_Europa_.html



In pubblicazione nella settimana del 19/03/2019



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	If you are interested please send your English CV to cristina@dkglobalrecruitment.com and cc: eures@afolmet.it for immediate consideration
Sede	Grecia
Email:	cristina@dkglobalrecruitment.com and cc: eures@afolmet.it
Scadenza:	31/03/2019

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Riferimento	Rif. EURES Locale 2/19
Mansione	Call Centre Rif. 2/19
	<p>DK Global Recruitment is a multilingual recruitment agency, based in Dublin, Ireland. We specialize in finding European language-speaking jobs for job seekers in many European countries. With years of experience in the multilingual BPO sector. Our fully-trained expert recruiters help and advise job seekers throughout the recruitment process, and always treat the candidate as a high priority.</p> <p>Our clients are highly-reputed companies with constant growth in the international market and we are pleased to find good employees for them. Thus, you should not hesitate to contact us regarding any kind of queries you have, related to jobs and career advice.</p> <p>Responsibilities</p> <ul style="list-style-type: none"> • Solving customers queries by phone or emails • Provide excellent level of customer services • Maintain strong professional relationships with all clients and customers • Reporting to team managers or team supervisor <p>Requirements</p> <ul style="list-style-type: none"> • Fluent in Italian and good English • Candidate must have European nationality • Very good knowledge of computers • No previous work experience required • Willing to relocate to Athens, Greece • Enjoy talking with people by phone and emails • Able to work in fast- pace and competitive atmosphere <p>Benefits</p> <ul style="list-style-type: none"> • Excellent Basic Salary • Flight ticket provided to Athens • Taxi pickup service from the airport • 2 weeks free hotel accommodation (breakfast included) • Free Greek language courses • Monthly performance bonus • 175% day salary if work on Sunday or Greek holidays • Overtime paid • 2 extra full salaries paid per year (pro rata) • Training provided (paid) • International working environment • On-site canteen (discounts for employees) • Welcome event <p>Why use Recruitment Agency</p> <ul style="list-style-type: none"> • You are given extra support in preparing for interviews • You have a contact person who gives you all the details of the job • You can ask for your application feedback anytime via email or phone • You don't have to face the situation where company do not reply to you for days. • All our services to job seekers are free of charge. We also offer bonus scheme to candidates. <p>If you are interested, please send your English CV to cristina@dkglobalrecruitment.com and cc: eures@afolmet.it, for immediate consideration.</p>
Sede	Atene - Grecia
Email:	cristina@dkglobalrecruitment.com and cc: eures@afolmet.it
Scadenza:	31/12/2019

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