

Awards International DOO is currently looking for **Customer Relationship Consultants** to join our growing business in EU, UK and Dubai.

About the company:

Awards International DOO was founded in 2015 and has offices in Serbia, Dubai and UK and is dedicated to supporting the development of business awards programmes. With a wealth of experience in the UAE and UK markets, our company helps clients to run a number of successful business events. We provide events management, marketing and sales services as well as website and app design and development to our clients. <https://awardsinternational.com/>

Required skills:

- English Language (native speech & writing)
- Desirable MA or BA in business studies, or similar suitable qualification
- Excellent communication skills, both verbal and written
- Regular computer and internet use
- Desirable (but not required) experience in customer support or working with people from abroad
- Some familiarity with a commercial business culture will be useful

Characteristics:

- Highly motivated
- People person
- Team Worker
- Patience

We are looking to hire a number of Customer Relationship Consultants to join our expanding company. Successful candidates will be polished communicators in English, having both strong English verbal and in written skills.

The role requires strong personal organisation skills and the ability to maintain high levels of productivity, to a consistently high standard.

A person who has a passion for delivering an amazing customer experience and ideally already has experience in working with people from the UK, UAE or other countries where English is the language of business.

Job Description:

Manage own communication activities with customers and potential customers (telephone calls, social selling, using LinkedIn, using direct emailing and SMS, to existing and potential clients), while meeting the objectives and targets in sales and marketing plan.

Interact with customers to provide information in response to inquiries about products and services and to handle and resolve enquiries.

Build relationships with existing and new customers.

Resolve any issues, concerns and answer any questions customers have and build relationships by actively listening and positively responding to customers while using clear and professional language.

Organise, host and attend networking meetings.

Assist customers on a journey to successfully win a prestigious business Award at one of our own 12 Global Award Programmes.

We are offering:

- Full-time job
- Office work
- Competitive salary
- Professional Development
- Training opportunities
- Networking opportunities
- International travel

Candidates who have these qualities and would like to become a part of our team need to apply by sending their CV, Cover Letter, stating why you are looking for a position such as this, and what you can offer, and copies of any exam certificates with the name and phone number of two professional references.

Candidates who get shortlisted will be contacted and invited to the interview.

We are looking forward to meeting candidates that will contribute to our future success and welcome new people to our team to share our goals and values with!