



## B2B Sales Specialist

**8.18 Consulting** is looking for a B2B Sales Specialist on behalf of **Stamina** for its project **Mobinex**. Stamina operates with the belief that strength is more important than speed in achieving success. The company focuses on trainings, services, and outsourcing, helping businesses optimize their processes. Stamina is the official partner of Pipedrive CRM, supporting companies in streamlining their sales efforts.

### Responsibilities:

- Research the market, identify potential clients, and discover new opportunities to increase sales.
- Schedule and conduct meetings with potential customers.
- Build and maintain strong client relationships.
- Collaborate with internal teams, including product development.
- Deliver sales presentations, highlighting the advantages of the company's products and services.
- Maintain and update the client database, ensuring continuous engagement and relationship improvement.

### Requirements:

- Fluency in Armenian and English is required.
- Bachelor's degree in Business, Marketing, or a related field.
- 2+ years of experience as a B2B Sales Specialist.
- Strong communication skills to establish trust-based relationships with both partners and the internal team.
- Excellent analytical abilities to assess market trends and customer needs.
- Outstanding customer service skills to identify client requirements and propose solutions.

To apply, send your CV to [818specialedition@gmail.com](mailto:818specialedition@gmail.com)