



B2B Sales Specialist

8.18 Consulting is looking for a **B2B Sales Specialist** on behalf of **Stamina** for its **FitHub project**. **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:

- Generate leads and identify potential customers for the project.
- Schedule and conduct online/offline meetings with gyms and large companies in Armenia.
- Build and maintain strong relationships with key clients, understanding their needs and ensuring satisfaction.
- Collaborate with internal teams, such as product development
- Deliver sales presentations to potential clients, highlighting product benefits.
- Manage and update the client database.

Requirements:

- Full professional proficiency in Armenian and fluency in English is required.
- 3+ years of experience as a Sales Specialist, preferably in the gym or sports industry.
- Excellent communication skills, with the ability to engage effectively with clients and stakeholders.
- Strong analytical skills to assess sales data and identify trends and opportunities.
- Customer service mindset
- A network in the gym and sports industry in Armenia is a plus.

To apply, send your CV to 818specialedition@gmail.com