

AFOL MILANO – SERVIZIO EURES

MALTA



Riferimento	EURES Malta Rif. 360975
Mansione	<p>Italian Speaking Account Managers Rif. 360975</p> <p>Rif. Number 360975 Italian Speaking Account Managers n. posti 10 Contract Type: 2 year contract that is renewed Deadline 25/08/2020 ZP Services Ltd is the destination for experienced, determinate, hardworking and ambitious professionals seeking a rewarding career and lifestyle. We are one of the best providers specializing in the management of strategic activities surrounding sales and customer relations for online financial products trading. Currently we are looking for fluent Italian Speaking Account Managers who is (are) looking to work in a dynamic environment with opportunities for further professional and personal growth.</p> <p>Job description We are seeking for top performing Account Managers with B2C experience who will build and maintain client relationships. In this role you will be asked to manage a portfolio of clients primarily over the phone. You will foster good client relationships aiming at ongoing trading activity and the achievement of specific revenue targets. You bring to the role your sales experience, capacity to solve client issues, a passion for the financial markets and a proven track record for delivering exceptional results.</p> <p>Responsibilities</p> <ul style="list-style-type: none"> • Develop strategic account and portfolio plans work with assigned team. • Build solid relationships and trust with clients and improve business over the phone • Bring sales experience along with industry insights. • Exceed client expectations via responsiveness, providing insights, marketplace knowledge, resolving technical issues. • Ability to quickly respond to client requests. • Strong problem solving. • Meeting and exceeding set daily retention targets. • Liaising with dormant clients and converting them into active ones. <p>Requirements</p> <ul style="list-style-type: none"> • Fluent in Italian • Flexibility to maintain focus through change and thrive in difficult situations • Proven ability to multitask & work under pressure and build ongoing relationships • Excellent written and verbal communication and presentation skills • Proven track record of exceptional performance, high productivity and meeting deadlines • Infectious sense of enthusiasm, fun, and imagination associated with a group committed to developing the best search sales experiences in the world • Experience with focus on Sales/Account Management • Strong ability to work under pressure and target oriented • We are looking for candidates with a strong personality with a substantial experience in the same role <p>Preferred Qualifications</p> <ul style="list-style-type: none"> • Bachelor's degree preferably in Economics/Finance • Previous experience in working with revenue generating targets <p>Training provided Yes in house training is provided. Any assistance with accommodation/relocation</p> <ul style="list-style-type: none"> • Upon your arrival at the airport our driver will pick you up.

Le offerte sono consultabili online al seguente link

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



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	<ul style="list-style-type: none">• The employer could provide assistance with accommodation in the first 2-4 weeks. This would need to be discussed at interview stage.• After three months of employment, you will be entitled for flight ticket refund (up to 200 euros and upon receipt) for relocations• After three months of employment will receive food allowance via MaltaMenu platform. For cafes & restaurants around the office.• As we truly believe in growth within, many opportunities to join management team. We also have introduced a friend referral scheme- awarded once a friend you recommend is employed with us. <p>Salary 800 Euros Basic (9600 per annum) + High bonus system and benefits Base salary raise upon veterans shall be discussed. How the interviews will be held Via Skype or in person How to apply : send Cv in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it</p>
Sede	Malta
Titolo	Diploma di laurea in Economia/Finanza
Email:	eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it
Scadenza:	24/10/2020

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AFOL MILANO – SERVIZIO EURES

Riferimento	EURES Malta Rif. 360976
Mansione	<p>Italian Speaking Sales Agent Rif. 360976</p> <p>Rif. Number 360976 Italian Speaking Sales Agent n. posti 10 Contract Type: 2 year contract that is renewed We are one of the best providers pecializing in the management of strategic activities surrounding sales and customer relations for online financial products trading. Currently we are looking for fluent Italian Speaking Sales Agents, who are looking to work in a dynamic environment with opportunities for further professional and personal growth.</p> <p>Responsibilities</p> <ul style="list-style-type: none"> • Creating and maintaining relationships with clients over the phone • Liaising with potential clients and converting them into active ones • Market Research • Documents verification and collection Requirements • Fluent in Italian • At least 6 months experience in a similar environment (preferably a call centre) • A level Standard of Education or the equivalent, economy/financial studies will be considered as an advantage • Strong communication and teamwork skills • Willingness to be rewarded per performances, accept responsibility • Be able to work under pressure • Flexibility • Independent, accurate thinking • High capacity to learn at a rapid pace • Well-versed with the Microsoft Office suite including Excel and Word and Mail • Outgoing personality <p>Training provided Yes in house training is provided. Any assistance with accommodation/relocation</p> <ul style="list-style-type: none"> • Upon your arrival at the airport our driver will pick you up. • The employer could provide assistance with accommodation in the first 2-4 weeks. This would need to be discussed at interview stage. • After three months of employment, you will be entitled for flight ticket refund (up to 200 euros and upon receipt) for relocations • After three months of employment will receive food allowance via MaltaMenu platform for cafes & restaurants around the office. • As we truly believe in growth within, many opportunities to join management team. We also have introduced a friend referral scheme- awarded once a friend you recommend is employed with us. <p>Salary 800 Euros Basic (9600 per annum) + High bonus system and benefits. Base salary will be increased over time.</p> <p>How the interviews will be held Via Skype or in person How to apply : send Cv in English to eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it</p>
Sede	Malta
Titolo	diploma
Email:	eures.recruitment.jobsplus@gov.mt and cc eures@afolmet.it
Scadenza:	24/10/2020

AFOL MILANO – SERVIZIO EURES

Riferimento	EURES Malta reference number 362631
Mansione	Software Developer - EURES Malta reference number 362631
	<p>EURES Malta reference number 362631 Software Developer Number of Posts: 2 Contract Type: Full-Time Indefinite Job description</p> <p>Job description</p> <p>Job Overview: We are looking for a highly skilled developers, who are passionate about finding solutions while working as part of a multi-discipline technology team. As a Software Developer you will participate in software design, development, testing, code reviews, implementing new features as well as maintaining and improving the existing functionality.</p> <p>What you will be doing:</p> <ul style="list-style-type: none"> • Design, code, document and deliver tested software • Automate internal processes using existing tools and custom code / scripts • Contribute creatively to the company's product portfolio development • Identify the causes of reported issues and develop fixes • Identify, design & implement Automation tools • Collaborate with non-technical colleagues to understand our business requirement • Apply scheduled release upgrades • Recognise critical issues and respond to client queries in a timely manner • Share and promote your ideas towards the improvement of the products and the business <p>What we need from you:</p> <ul style="list-style-type: none"> • A minimum of 3 years' experience in software development, participating in wide range of projects demonstrating broad experience and depth of knowledge • Strong analytical and problem-solving skills • Experience in cloud technology preferably Azure Cloud Services • Proficiency in the following technologies: <ul style="list-style-type: none"> o Node.js / .Net Core 3 o MongoDB / SQL • Nice to have: <ul style="list-style-type: none"> o Redis Cache o RabbitMQ / Kafka o Docker/Kubernetes o Unit testing frameworks (ex: mocha/chai, xunit) <p>Training provided Training on the product will be provided. Any assistance with accommodation/relocation NO Any other benefits <ul style="list-style-type: none"> • Health Insurance after 6 weeks • Health and Wellness Incentive after probation Salary Eur 40-50K How will the interviews be held Phone Screen – 24hr Test Online interview Any other information To apply for this vacancy please send your updated CV on eures.recruitment.jobsplus@gov.mt and cc: eures@afolmet.it quoting the vacancy title and reference number.</p>
Sede	Malta
Email:	eures.recruitment.jobsplus@gov.mt and cc: eures@afolmet.it
Scadenza:	24/09/2020

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