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United Kingdom



PR/117609 | Inside Sales Representative

Job Information

Recruiter

JAC Recruitment UK

Job ID

1504128

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Netherlands

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 10:39

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Position:	Inside Sales Representative
Base Salary:	€3,000-3,500/monthly including Holiday allowance + Bonus
Office Location:	Utrecht, Netherlands
Hybrid working:	1-2 days of working from home would be available.
Language:	Fluent in Dutch and English

Company: Leading global provider of **automatic identification solutions** that connect people, goods, and information. They work across a wide range of industries to streamline operations, empower their workforce, and help customers reduce their environmental impact.

[Summary of this Position]

As an Inside Sales Representative in the company, you will play a crucial role in driving sales growth and supporting customer relationships. You will be responsible for managing inbound inquiries, generating new sales opportunities, and providing excellent service to existing customers.

[Responsibility]

1. Customer Engagement:

- Respond promptly to customer inquiries via phone, email, and online channels.
- Build and maintain strong relationships with customers to understand their needs and preferences.
- Provide accurate information about the company's products, services, and pricing.

1. Inside Process Management:

- Maintain and update customer records and sales databases with accurate and current information.
- Collaborate with other departments to resolve any issues that impact the sales process and customer experience.
- Streamline internal processes to improve workflow efficiency and customer satisfaction.

1. Sales Generation:

- Identify and qualify new sales leads through proactive outbound calls and lead follow-ups.
- Collaborate with the sales team to develop and execute sales strategies to achieve revenue targets.
- Prepare and present quotations, negotiate terms, and close sales deals effectively.

[Requirements]

- **At least 1-2 years experience in a similar Inside sales or Customer service role, preferably in Technology or Manufacturing industry.**
- Experience in Inside sales involving numerous products and international transactions in Technology or Manufacturing industry is preferred.
- **Curious about the company's products (manufacturing products that collect big data and printing machines etc).**
- **Fluency in both Dutch and English is a must.**
- Excellent communication, negotiation, and interpersonal skills with the ability to build rapport and maintain relationships.
- Self-motivated and results-oriented with a demonstrated ability to work independently and drive projects to completion.
- Above Diploma in relevant fields such as Business Administration, Management, Marketing, Communications, International Business, Sales, and Economics etc.

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Company Description