



## PR/117609 | Inside Sales Representative

### Job Information

**Recruiter**

JAC Recruitment UK

**Job ID**

1512694

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Netherlands

**Salary**

Negotiable, based on experience

**Refreshed**

January 7th, 2025 23:00

### 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

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

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