



## PR/117609 | Inside Sales Representative

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントイギリス

#### 求人ID

1510351

#### 業種

その他（商社）

#### 雇用形態

正社員

#### 勤務地

オランダ

#### 給与

経験考慮の上、応相談

#### 更新日

2024年12月11日 18:40

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

**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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