



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

1512694

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

2025年01月21日 00:00

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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