

## Inside Sales

[Apply Now](#)

Company: Buckman

Location: Belgium

Category: other-general

## Description

Job Success Profile

Inside Sales

Location:

Belgium, Ghent – Hybrid work, 2-3 days per week in the Ghent office

Language(s) Requirements

Fluent in English and at least one other European language

Travel requirements

At the beginning for training if required

Role summary:

We are looking for a highly motivated Inside Sales to grow profitable sales in existing and new accounts. You will contribute to aggressive sales growth and profitability of Global Emergent Markets, aligned to the global strategy, by providing recommendations based on strategic market/business intelligence, while developing and conducting inside sales responsibilities.

Main responsibilities:

Provide insights and action recommendations based on Market Intelligence data

Identify, collect and perform appropriate analysis on customer, competitor, market, economic and/or operational data;

Translate data and proactively make recommendations through market intelligence reports improving effective strategic and tactical decision-making process;

Implement Pricing Process keeping a healthy profitability

Develop and maintain relationships with key customers and research institutes to identify emerging needs and business challenges.

Assist with marketing requirement for future incubation targets

Grow the EM business through Inside Selling

Find new prospects, understand their needs and make sells to customers that are in regions where Buckman is not present and presential service is not required

Support ecommerce initiative, digital marketing and leads received though webpage

Support customers experience initiative or prospects helping them with support required

Make recommendations to improve the customer experience with new digital tools or processes

Support Internal Systems and Processes

Ensure all assigned customers information is accurately submitted in Connected Selling Tools

Lead Customer-Virtual Marketing Activities

Lead Customer-Virtual Account Management Activities

Manage company assets

Support internal continuous efforts

Comply with Internal Processes and Procedures

Fulfill Reporting Requirements

Support BU and Team Initiatives

Desired Qualifications & Experience

./.: Technical / Chemistry

At least 5 years experience in sales and customer contact

Inside sales experience

Technical background and understanding of chemical equipment

Experience in one of the following areas: water treatment, swimming pools, plastics, metalworking fluids, leather, paper

People management experience a plus

Desired Skills

Advanced interactive, conflict handling and negotiation skills

Advanced communication and influencing skills (including written communication skills)

Details oriented

Good mindset

Desired Leadership competencies:

Energy, drive, courage and tenacity

Highly ethical and principle-driven

Self-motivated, committed and dedicated

Self-starter to initiate action and follow-through

Positive and results driven attitude

Accountability and the ability to hold others accountable

Decision quality

Focus on results

[Apply Now](#)

**Cross References and Citations:**

1. [Inside Sales EmploymenowJobs Belgium Employmenow](#)
2. [Inside Sales Tradingjobs Jobs Belgium Tradingjobs](#)
3. [Inside Sales Torontojobs Jobs Belgium Torontojobs](#)
4. [Inside Sales EntertainmentjobsnearmeJobs Belgium Entertainmentjobsnearme](#)
5. [Inside Sales UnitedarabemiratesjobsJobs Belgium Unitedarabemiratesjobs](#)
6. [Inside Sales Minneapolisjobs Jobs Belgium Minneapolisjobs](#)
7. [Inside Sales Weldingjobs Jobs Belgium Weldingjobs](#)
8. [Inside Sales LebanonjobsJobs Belgium Lebanonjobs](#)
9. [Inside Sales MalaysiajobsJobs Belgium Malaysiajobs](#)
10. [Inside Sales Schooljobsnearme Jobs Belgium Schooljobsnearme](#)
11. [Inside Sales Anyeventhire Jobs Belgium Anyeventhire](#)
12. [Inside Sales SchoolcounselorjobsJobs Belgium Schoolcounselorjobs](#)
13. [Inside Sales Southafricajobs Jobs Belgium Southafricajobs](#)
14. [Inside Sales HtmljobsJobs Belgium Htmljobs](#)
15. [Inside Sales Servicemanagementjobs Jobs Belgium Servicemanagementjobs](#)
16. [Inside Sales ExecutivejobsnearmeJobs Belgium Executivejobsnearme](#)
17. [Inside Sales Braziljobs Jobs Belgium Braziljobs](#)
18. [Inside Sales Mexicojobs Jobs Belgium Mexicojobs](#)
19. [Inside sales Jobs Belgium](#)
20. [AMP Version of Inside sales](#)
21. [Inside sales Belgium Jobs](#)
22. [Inside sales JobsBelgium](#)
23. [Inside sales Job Search](#)
24. [Inside sales Search](#)
25. [Inside sales Find Jobs](#)

Source<https://be.expertini.com/jobs/job/inside-sales-belgium-buckman-b6da47146f/>

Generated on: 2024-04-28 by [Expertini.Com](#)