

# Belgium Jobs Expertini®

## Inside Sales Specialist (m/f/x)

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Company: Damovo Belgium NV/SA

Location: Brussels

Category: architecture-and-engineering

## Inside Sales Specialist (m/f/x)

Full Time

Brussels, Belgium

With Professional Experience

4/20/24

Damovo Belgium is recruiting an **Inside Sales Representative (m/f/d)** focusing on the thriving markets of Belgium and Luxembourg. At Damovo, we are dedicated to setting new standards in customer-centric digitalization approaches. Join us in revolutionizing the landscape of Modern Workplace, Cyber-Security, Enterprise Networks, and Global Services. We are dedicated to nurturing talent and fostering long-term career growth and in doing so, as part of the team, you will receive valuable coaching and mentoring from our technology experts across the group, gaining valuable insights into our industry-leading solutions. The successful candidate will be responsible for lead generation and cold outreach activities and ultimately qualifying new leads prior moving them through the sales pipeline to the relevant Account Manager for introductory meetings.

### Key Responsibilities

Distribution of the Damovo product portfolio in the areas of Modern Workplace.

Cyber-Security, Enterprise Networks und Global Services

Identify and qualify potential new business opportunities through cold-calling, email, social media and lead generation campaigns within Belgium and Luxembourg

Develop relationships with new and existing clients to identify new opportunities to cross-sell and upsell products and services and to develop and execute account plans to achieve sales targets

Identify decision makers to begin the sales process prior to handing over to Account Manager

Meet or exceed weekly and monthly lead generation and sales targets

Educate and inform prospects about all of Damovo' s Service offerings

Collaborate with the Account Managers to determine necessary strategic sales approaches and develop a calendar of activities to continually work the prospect list

Utilize customer relationship management (CRM) systems to track and manage leads and opportunities (Salesforce)

Engage in continuous professional development activities to progress through the sales function

### **Experience/Skills Required**

2 years of proven inside sales or lead generation experience

Experience in the Modern Workplace, Cyber-Security, Enterprise Networks und Global Services industry is preferred, with a specific focus on Genesys and Microsoft products

A solid understanding of sales processes, including lead generation, qualification, and closing techniques

Proven ability to develop and execute sales strategies to achieve targets and meet quotas

Able to identify, articulate and promote how Damovo solutions and managed services offerings can help a customer to achieve their business objectives

Capable of time management, highly organized and capable of prioritizing workload based on the customer's expectations

Experience using sales and marketing tools, such as CRM systems (Salesforce), Microsoft Teams, email marketing platforms, and sales automation software

Excellent communication skills with a strong track record of meeting sales quotas, demonstrating resilience, and establishing rapport with customers and prospects across various channels

## **Your Benefits**

Competitive remuneration package

Flexible hours

Career Development opportunities

Language Training

Smart phone

Work-Life-Balance

Home-work possibility

Group Insurance

## **Great reasons to work for Damovo**

### **Big enough to deliver, small enough to care.**

Work is no longer a place you go to! In the current business landscape, it is important to be able to work from anywhere, whether that's at home, in the office, or from a café.

Damovo offers this flexibility and autonomy, combined with a culture of collaboration and connection. We cultivate open and honest cooperation, live a company culture based on trust with flat hierarchies.

Being a global company with almost 700 employees from different backgrounds, we consider ourselves diverse by nature, and inclusive by choice. We recognize that our people are our strength and the diverse talents they bring to our global workforce are directly linked to our success. We are committed to the principle of equal employment opportunities for all qualified applicants and to provide a sustainable and inclusive work environment free of discrimination and harassment. We welcome applications irrespective of race, religion, color, sex, gender identity, sexual orientation, age, non-disqualifying physical or mental challenges, national origin, or veteran status.

We are looking forward to hearing from you!

### **Contact**

Please reach out to Caroline for more information or any questions you might have.

Caroline Reinhardt

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