

Internal Sales Representative with Swedish and English language skills

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Company: Bright Plus

Location: Wemmel

Category: other-general

You will act as the internal sales person between our company and the customers located in Northern Europe, UK and Ireland.

Making offers with correct price calculations.

You will thoroughly plan your schedule to meet clients and achievements.

You will administrate the client data.

Effectively manage sales across assigned customers, potential estimation and negotiations.

Aims to continuously expand the business relationship with the defined customers and pushes to cross-sell.

Ensures the proper sales channel assignment of the customers.

Knows customer's business environment and goals as well as customer segment incl. products & applications.

Knows competitive environment, key suppliers and buying behavior.

Identifies, manages and successfully concludes sales opportunities.

Reports periodically with the external sales on his/her sales project portfolio.

Excellent English with Swedish language skills.

IT savvy and good Excel skills.

Able to work Flexibility to multi-task as member of small team.

Strong presentation and interpersonal skills.

Strong organizational skills

Previous experience in sales for a minimum of 3 years (preferred).

Understanding the Scandinavian, UK market is a plus.

Stressful resistant and able to work under pressure.

A competitive full time salary

Fixed job with a temporary or a permanent contract

The opportunity to work in an international fast growing company, based in Merchtem

End of the year bonus

Meal vouchers

Public transport reimbursement

Home office allowance

Group and hospitalization insurance

Being an active player in the development of the company and being part of a small team

Sector: Import / export

The Inside Sales Representative works in a small team with the external sales representative. The Inside Sales has to ensure excellent service and customer communication for the Northern Europe market. Do you have what it takes for this role? Apply fast!

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