

Kompetenz
in Personal



Ronsdorf - Personal & Business

Ronsdorf - Personal & Business vermittelt die gesuchten Mitarbeiter direkt für eine Anstellung im Unternehmen, für die Bewerber ist die Vermittlung kostenlos.

Für unseren Kunden suchen wir zur Verstärkung des Teams im Standort **Cork City, Irland**, mehrere

Inside Sales Representative (m/f)

Job Profile

The role will be a mix of prospecting into new customers & developing business with existing customers. You will have responsibility for identifying and qualifying opportunities to grow the revenue number within the regions. To achieve your goals, you will be working to activity targets which will support your revenue targets. This will require engagement and support of the field sales team, channel partners, end-users and interaction with other sales staff.

Main Responsibilities

- Meet and exceed assigned volume sales targets and quotas by prospecting, identifying, developing and closing sales opportunities through the entire sales cycle.
- Ascertain customer needs, describe product capabilities, answer customer questions and ultimately sell products within geographic area.
- Review and pursue customer leads provided from the CRM system, MyLeads downloads, Hoovers, Jigsaw, other media, etc. to identify key points-of-contact within the customer entity and to determine the most appropriate product to suggest in the sales process.
- Develop and implement portfolio mapping strategies to cross-sell, up-sell, and migrate among 5 – 6 products.
- Develop, align and execute sales strategies in support and coordination with Company Sales strategies to maximize revenue generation.
- Anticipate the customer's needs and maintain excellent customer service
- Establish, manage and cultivate relationships with key decision makers for new, existing and prospective accounts
- Continuously acquire knowledge of Company products, technology, services, licensing requirements, sales techniques, industry trends, features of competitor products, customer business strengths, weaknesses and challenges, and emerging technology
- Utilize CRM system to receive and work sales leads, and to create opportunities and quotes.
- Develops timely and accurate quotations and various reports related to sales tracking, forecasting, strategic development of targeted account lists, and expense reporting
- Coordinate and communicate with Manager and internal resources to optimize volume sales effort, obtain approvals, develop account strategies, and to finalize sales/orders

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Skills and Experience

- Proven track record in a role requiring similar activity levels (circa 200 customer calls per week to new & existing customers) and also of carrying full responsibility of your sales quota.
- Comfortable with closing deals from €1000 - €100,000+ within a 4-26 week sales cycle.
- Proven ability to engage at Executive level
- Ability to learn and understand product capabilities and competitive differentiators
- Ability to work effectively unsupervised
- Team player with personal drive and determination to succeed
- Knowledge of Microsoft Office software or similar
- Outgoing personality with a high degree of energy, passion & optimism
- Good understanding and interest in computer technology
- Fluency in English and German required

Sie finden sich in der Beschreibung wieder? Dann senden Sie uns bitte Ihre aussagekräftigen Bewerbungsunterlagen, inkl. Lebenslauf und Zeugnissen an:

doering@personalagentur-dresden.de

Für Rückfragen steht Ihnen Frau Döring gern unter der Telefonnummer +49 (0) 351 42644590 zur Verfügung.