



JOB DESCRIPTION

Job Title: Inside Sales Executive – German Speaking (French also an advantage)

Reporting Line: Germany Account Manager

Location: Sevenoaks

Salary: £25,000 to £30,000 dependent on experience + bonus scheme.

Role Description:

This is an exciting opportunity for a dynamic and driven Inside Sales Executive to join a highly successful, fun and friendly team, you'll be working closely with the field based Account Managers to develop our German (and possibly French, if French speaking) sales opportunities. You will establish strong relationships across all levels in this customer centric role to identify new opportunities to secure and build the sales revenue through existing customers, but also finding new customer sales opportunities. We have an exciting New Product Development pipeline to support you, including Densitron Aurora (single board computer) and U Ready range (display and control), as well as giving you the opportunity to get involved in helping to determine our product development pipeline of the future by using your knowledge of our customers and the market to contribute your thoughts and ideas to our Product team. You will be a self-driven individual with a flexible and positive approach.

Key Responsibilities:

Generating new leads

- Building seek-lists of customers identified through research, meetings at trade shows and historical accounts
- Responding to inbound sales leads gathered through telephone and website enquiries
- Attempting to find the decision maker within these target customers through all means available e.g. linked-in, email, telephone etc.
- Setting sales meetings with prospect customers for the field sales team
- Supporting the field sales team through the sales cycle to win these new customers

Primary day to day sales contact for our regional accounts

- Ensuring that the day to day sales-related needs of our existing customers are met – for example, taking new orders, keeping the customer updated on order status, booking face to face meetings for our field sales team and so on
- Using your knowledge and rapport built with these customers to unearth new project sales opportunities – e.g. end of life, upgrades, new products – to feed to the field sales team as new leads
- Your primary role is sales, so where the enquiry is not sales related you will co-ordinate with the operations team to deal with customer service queries



Reporting and record keeping

- Maintain accurate CRM records, including pipeline opportunities.

Qualifications and Experience:

- Degree in electronics, software or compatible technology
- Experience of business to business selling
- Experience in electronic displays and embedded computer boards an advantage, but not essential
- Experience of inside sales an advantage, but not essential

Knowledge and Other Skills:

- Fluent in German business language essential.
- Ability to effectively communicate and influence internal and external audiences, using both oral and written communication/presentation skills.
- Experience with MS Office.
- Experience of CRM system an advantage.
- Salesforce.com experience an advantage
- French languages skills would be advantageous.
- Full driving licence.