**Key Account Responsible, Inside Sales**

**Job Summary:** Identify sales opportunities by ensuring a systematic qualification process, consistent gathering and recording of sales data and information for follow-up by Account Manager.

**Status:** Full-time

**Essential Job Functions:**

* Provide timely, accurate and relevant service / product related information to our potential customers.
* Identify and present tailor-made, proactive and efficient service / product related information to create and maintain a professional partnership between internal and external customers.
* Provide back-office support to field sales teams.
* Attend company and department meetings and training programs, as required.

**Qualifications and personal characteristics:**

* Excellent knowledge and understanding of the sales process.
* Highly motivated**,** detail-oriented individual with an ability to analyse and resolve problems effectively.
* Ability to work in a fast-paced office environment, as well as in a team-oriented sales environment.
* Willingness and dynamics for heavy phone activity, in order to deliver cold sales services within department.
* Excellent abilities to qualify customers potential and decision makers over phone, further setting appointments with the latter.
* Capacity and openness to provide back-office support and collaborate with field sales teams.
* Possess excellent planning, organizational, and communication skills.
* Proficiency with MS Office applications and Internet
* English language - written and spoken fluency
* Ability to communicate effectively on the telephone to internal and external customers, colleagues, and management.
* Ability to compose routine reports and business correspondence.
* University degree, preferably in Economics/Business Administration or equivalent

If you are the right person for the role, we are looking forward to hearing from you.