
Job Title	:	Account Manager/Inside Sales - German
Region	:	Amsterdam Area, The Netherlands
Language (s) Required	:	Fluent German & English–Other Languages a Plus

Are you driven and ready to reap the rewards of your sales performance?
Do you have what it takes?

Join a growing and expanding international team, be part of a fast paced sales environment, and take advantage of one of the best monthly paid commission plans.

You perform, you bring in results, you get rewarded at the end of each month!

Company Profile:

Our client is a fast growing distributor and trader of components and electronic commodities, with operations and offices in three continents.

The Opportunity:

An exciting opportunity for a passionate and driven sales professional, with proven inside sales B2B record and experience, to grow the sales of the products, establish strong relationships and close deals.

A detailed job description and role responsibilities are available upon request.

As a self starter and high energy professional the account manager/inside sales representative will have the chance to:

Main Responsibilities:

- Build relationships within the accounts owned, find new opportunities and generate follow up sales.
- Manage quote for his/her accounts and increase profitability by proactive calling.
- Challenge and exceed profit quotas, monthly and annually.
- Stay in close contact with clients, identify profitability opportunities, negotiate and close deals.
- Track and leverage information for more successful deal closing.
- Understand trends and needs of customers and industry
- Arrange client meetings and develop relationships

Qualifications:

Candidates must have:

- A bachelor's degree and a **minimum of 3 years successful sales experience and track record** with the ability to build relationships and bring in results in a fast paced and changing environment.
- Excellent verbal/written communication skills and fluency in **German and English language**. Dutch and other European languages a plus.

- Proven record in inside telephone sales – B2B technical market. Proven sales increases record due to personal effort. Proven record of creating new accounts.
- A self starter with initiative and extremely **goal driven**
- Proven problem solving skills & with an eye for detail to reacts quickly and leverages opportunities.
- Excellent interpersonal communication skills and proven phone manner.
- Ability to communicate complex technology and added value propositions.
- Result oriented and can work well under pressure.
- Proven adaptation skills, a quick learner with strong analytical thinking.

Salary and Benefits:

This position provides very competitive basic salary based on experience and track record, plus one of the best uncapped monthly paid commissions, based on performance.

**For more information and to express interest please submit your CV to
nicolas.lymbouris@octagon.nl**