

RESUMEN

German company dedicated to B2B mail order business is looking for a Sales Manager. Will operate from Terneuzen (Zeeland). Main functions will be: Optimization of processes, Lead and motivate the team , Strategic development and sales expansion, Leading of in-house sales team, Development of sales strategy market expansion.

DESCRIPCIÓN DE LA EMPRESA

German multinational dedicated to B2B mail order business. Following the company's expansion in Europe, a Dutch subsidiary was established in 2008 to penetrate the Dutch market. A dynamic in-house sales team, operating out of the customer service center in **Terneuzen** (Zeeland, NL) is working with innovative marketing strategies to realize its market leadership objective

DESCRIPCIÓN DEL PUESTO

- Leadership and coaching of the in-house sales team
- Optimizing team effectiveness
- Responsible for new product introduction
- Development of telephone sales strategies
- Recording of sales results
- Complaint handling
- Re-establishing relationship with former customers
- Active management of the performance processes
- Capture and monitor the performance figures

EXPERIENCIA

3 to 5 years experience in call center management: Excellent knowledge of (in- and outbound) call center processes and performance measures like service level, return quotas, re-order rates etc. Experience in leading teams and coaching of team members

FORMACION

Successful completing of (commercial) training, preferably in services, and / or completed college or university graduate .

IDIOMAS

Excellent oral and written command of Dutch and German, knowledge of French is appreciated.

HABILIDADES y HERRAMIENTAS

Excellent communications skills, strong customer service orientation, stress resistant.

CONTRATACION

Immediately.

REMUNERACION

A convenir en relación con la experiencia y la aportación.

CONTACTO

Envía tu curriculum vitae en formato word indicando el título de la posición a:
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