



PR/087082 | Inside Sales Executive (m / f / d)

Job Information

Recruiter

JAC Recruitment Germany

Job ID

1549813

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Poland

Salary

Negotiable, based on experience

Refreshed

August 20th, 2025 00:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

OVERVIEW

Our client is a global SaaS leader revolutionising logistics technology, empowering over 300+ enterprise customers across industries such as logistics, retail, manufacturing, and automotive. With a strong global presence spanning the Middle East, India, Europe, and Southeast Asia, they work with industry leaders.

KEY REQUIREMENTS:

- 2-3 years of experience in inside sales for B2B clientele from software, logistics tech, or supply chain solutions companies
- Well-versed in SaaS products and business
- Business level in Polish and English communication skills

JOB RESPONSIBILITIES:

- Identify and approach potential clients through various channels for example cold calling, email campaigns, social media, and networking events.
- Develop and manage strategic relationships with enterprise clients across multiple industries.
- Assess and understand clients' needs as well as their requirements
- Articulate the value proposition of the company's solutions to tangibly suit clients' pain points and problems.
- Conduct products and solutions demonstrations, pitches, presentations, and showcase.
- Collaborate with internal teams to develop strategic sales plans and campaigns
- Actively participate in networking events or dinner meets, to represent the company and generate business opportunities.
- Maintain strong relationships with key decision makers and stakeholders.

REQUIREMENTS:

- Professional experience in inside sales, business development, or key account management
- Tech-savvy with experience using CRM tools (e.g., HubSpot, Salesforce) and sales enablement platforms.
- Ability to travel for business trips

BENEFITS:

- 100% remote work
- Flexible working hours
- Variable bonus
- Private insurance

#LI-JACDE

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Company Description