



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

募集職種

人材紹介会社

ジェイエイシーリクルートメントドイツ

求人ID

1549813

業種

物流・倉庫

雇用形態

正社員

勤務地

ポーランド

給与

経験考慮の上、応相談

更新日

2025年07月08日 17:34

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

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会社説明