

Inside Sales Representative (B2B)

As an Inside Sales Representative you are the central point of contact for our customers and prospects. You advise clients, prepare and follow up on quotations, close deals, and coordinate the internal process from opportunity to order. This role offers a great opportunity to develop your commercial skills, obtain vendor certifications, build strong customer relationships, and grow towards an account management position.

Your responsibilities

- Daily contact with customers and prospects by phone and email.
- Preparing, sending, and following up on quotations.
- Closing deals and ensuring correct processing of orders.

Keeping our CRM system up to date with leads, opportunities, and activities.

- Obtaining and maintaining relevant vendor sales certifications.
- Building and maintaining long-term relationships with customers and identifying new opportunities.
- Coordinating internal processes around opportunities.
- Using vendor portals for quotations, deal registrations, and information.

Your profile

- Bachelor level of thinking and working, through education or experience.
- At least 2 years of experience in a similar commercial B2B role.
- Affinity with IT/software and the willingness to learn about our solutions.
- Strong communication skills and a customer-focused mindset.
- Fluency in both Dutch and English, spoken and written.
- You enjoy working in a small, dynamic, and growing company and are eager to learn.