Inside Sales Representative

Function

Within our company Hydro-Bio - SoluCalc, the function of **Inside Sales Representative** brings together technical and commercial expertise. As an ambassador of your company, you will ensure the good representation of the brand and products towards professional installers.

The main aspect of your job is to market the company's products and services over the phone in your allocated geographic area.

Your day-to-day job and responsibilities will focus on different areas:

- ✓ You are responsible for the development of the company's turnover.
- ✓ You prospect companies in your expertise sector and process incoming leads from the website.
- ✓ You follow up on your offers / quotes.
- ✓ You offer appropriate technical solutions to customers, building on your knowledge of our products.
- ✓ You will build valuable relationships with your customers thanks to regular contact, allowing you to meet their every needs.
- ✓ You will make suggestions and take part in actions relating to the continuous improvement of the company.
- ✓ You work across the board with the different departments and all your colleagues.

Profile

- ✓ You have a Hunter profile, take initiatives and demonstrate proactivity.
- ✓ You can express yourself correctly in English
- ✓ You have a perfect command of the official language of the geographical area assigned to you.
- ✓ Telephone prospecting has no secrets for you (± 50 calls/day).
- ✓ You are able to grow the business building on your prospects.
- ✓ You are results oriented.
- ✓ You are comfortable with IT: mastery of the Office Suite and use of a CRM.
- ✓ You are responsible, autonomous and punctual.
- ✓ You have a driving license and a vehicle (the company is not accessible by public transport).

Offer

You will be able to integrate our teams via the type of contract that suits you best.
The workplace, sector of activity and salary package are attractive.
If you are the hidden gem we are looking for, do not hesitate to apply: hr@solucalc.com !