

Inside sales representative

Goal

bpost is always on the move. We create an environment for our people with challenging projects, inspiring collaborations and the latest technologies, with interesting job opportunities and training programmes for everyone.

In a world where e-commerce is becoming more and more important, we are looking for an inside sales representative to strengthen Landmark Global.

Your mission

In a context where sending international packages and mail is becoming more and more important, we are looking for an inside sales representative to strengthen our department. As an inside sales representative, you will be responsible for following up with companies by e-mail and telephone and drawing up contracts for our customers.

Do you like customer contacts and customer satisfaction? Do you already have a first experience in a similar job? Then this job might be something for you!

About the job

- Pre sales
 - You will identify business expansion opportunities, analyze market potential, and target new business of the highest value.
 - You are the first point of contact for companies during prospection, via e-mail or telephone.
 - You will undertake administrative tasks and facilitate onboarding process including filling files, preparing tender requests and offer proposals.
 - You will actively follow up on leads, and recontact old/lost leads.

- Sales
 - You are the first point of contact for companies when they need additional information concerning the offers and other commercial enquiries (sales, upselling, cross-selling).

- After sales

- You will work with Account Managers and BDMs and assist them in answering commercial questions from customers and preparing information based on customers' needs. You may attend customer visits.
- Day to day business
 - You will help the Business Development Manager in following up the customers' questions, daily communication with BDMs and weekly 121 meetings with them.
 - You will be involved in the yearly contract renewals together with AMs and BDMs.
 - You will become a superuser for the CRM tool.
 - Expand your network, such as with LinkedIn, maybe events.
 - You will be involved in the improvement of the services/products, by presenting the issues as well as find the possible solutions for the clients
 - You will work closely with various internal departments, including client service, customer experience, marketing, operation, IT, Finance to optimize solutions and build comprehensive knowledge about available tools and their use

profile

It goes without saying that you are a customer-oriented team player with strong communication skills.

Furthermore, we would like to emphasise the following:

- You are ready to take your first steps in a sales job. You are eager to learn and get to know each aspect of this challenging job.
- You have a proven track record of establishing and maintaining long-term relationships with clients
- You are fluent in English and Chinese, both written and spoken. The other EU language is a plus
- You have strong analytical skills, you work accurately, with order and attention to detail.
- You are a team player and enjoys working in an international environment
- You are experienced in MS Office (Excel, Word, PowerPoint)
- You are a self-starter and results focused

If you are interested, please send your resume to Wendy.luo@bpost.be before 30th November