

eldoLED

Inside Sales Representative

Company profile

Light is our passion! eldoLED is a world leader in the design and manufacturing of intelligent drive solutions for LED based lighting systems. Our technologies empower our customers to deliver the promise of LED lighting: smarter, sleeker, and more efficient systems to meet the needs of an ever more energy conscious world. eldoLED is part of Acuity Brands, the North American market leader and one of the world's leading providers of lighting solutions.

As the world of lighting turns to smart lighting and IoT applications, the driver is the heart of this technology revolution in the industry. New product development, sustaining of the continuously growing product portfolio and securing the leadership position with the creation of new technologies are the three main challenges our development team faces.

Job Description

Our product, your drive! The OEM Sales team in the Netherlands is responsible for the development of new markets for eldoLED products and solutions and for the sales of eldoLED products in Europe, Rest of the World and Asia Pacific. The Inside sales representative will report to the SD OEM Sales Europe. The Sales department has a regional set up. The Inside sales representative takes care of all arrangements (e.g. quotations, set up custom products, buffer stock, logging of projects in our business systems) for the Regional Sales Manager or Agent to provide a solution to the customer. And ultimately close the deal with the customer and win the project / design in. Also, the Inside Sales Representative will take care of the after sales, follow up on customer complaints and or requests.

We are looking for an Inside Sales Representative who:

- Drives the daily actions/activities based on the regional plan of your region to accomplish the regional sales target. Give input to the plans to make the region grow.
- Based on operations info or technical sales info follow up with the right internal stakeholders in order to provide a solution to the customer and align on communication;
- Creates quotations based on project information of the account manager / regional sales manager in SAP;
- Manages customer contacts on RMA's, buffer stock, special customized orders or profiles of products;
- Supports the Regional Sales Manager or agent in keeping an update overview of projects or communication using eldoLED business systems (SAP and Salesforce.com);
- Follow up on sales ad hoc inquiries upon request.
- Create improvement proposals on internal sales processes;

You!

- Have the ambition and passion to grow a business commercially.

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- Have a lot of energy and enthusiastic personality and who likes to work in a very demanding and dynamic organization. Plan and track your own activities to provide a high level of customer service.
- Love to work in a challenging and demanding environment.
- Want to be part of a vastly growing company with many opportunities for personal growth and challenging tasks.

Requirements

- Bachelor of Business Administration or Economics or equivalent;
- Proven track record of at least 1-3 years of relevant work experience;
- Able to confidently engage with multiple levels within our customer base;
- Willing to occasionally travel, in the support of the sales team, on events;
- Fluent in English.
- Comfortable in any of the following languages: German, Spanish or French;
- Customer first attitude and hands on mentality.

Interested

If you are interested in this exciting role, send your motivation and CV to HR@eldoled.com.