

YOUR IDEAS.
YOUR CAREER.



Around 3900 employees worldwide work every day at Balluff on high-quality sensor, identification and image processing solutions, including network technology and software for all automation requirements. They are our shapers of the future. That's why, as a globally positioned family company, we always offer them the best conditions. Work with us on creating our customers' success and let's advance innovations together.

We are looking for passionate and result-oriented team players as

REMOTE ACCOUNT MANAGER VIRTUAL SALES EMEA

FOCUS: Finland, Norway and other countries in EMEA

Marketing and Sales · Sales Region EMEA · Virtual Sales EMEA

Office Location: Rosmalen, Netherlands

Your tasks

- Using your proactivity, your confident way of speaking on the phone, working as a team with the MS team helps you build potential, new and dormant customers
- You will support and develop existing customers and sales partner in your territory to the next level and hunt for new potentials and customers
- After an extended onboarding-, sales- and product-training you'll be empowered to sell the entire Balluff product portfolio and find the right solution for the needs of your assigned customer
- You will prepare offers, present them to your customers and "catch the deal" with your charming and self-confident manner
- You will accompany the entire sales process up to the signing and will be responsible for the sales and results of your assigned customers and territory
- Sometimes your customers don't even know what Balluff is all about. This is where you step in: Thanks to your competent and proactive consulting, you show them that Balluff is the right partner for their projects. In this way, you also succeed in making ideal use of cross-selling, up-selling and social selling potentials
- Additionally, you'll bring in marketing campaign material to your virtual appointments and therewith inspire your customers
- You will identify and follow up new market potentials and leads through your good feeling for customer contact, also in social media
- You enjoy participating in and contributing to (virtual) trade fairs

Your strengths and qualification

- In direct customer contact, you will impress with your excellent communication skills – both on the phone and in writing – you are also characterized by your strong service and customer orientation
- You can build on minimum three years of Sales Experience in a comparable role
- Ideally, you have good knowledge of SAP and are used to working with a modern ticket system (C4C)
- English and dutch is no challenge for you
- You describe yourself as an Persuader, who is empathetic, adaptable and organised
- In your daily work you act resilient, strategically and solution-orientated, even in stressful situations

Benefits

- Corporate Benefits
- Bonus arrangement
- Lease bike
- You will join a great team, local as well as international
- You can work from home (2 to 3 days)
- Learning on the job, your colleagues and the online academy will help you learn everything you need
- A good pension arrangement
- 30 holidays (based on 40 hours)
- Lunch is provided at the office
- And next to having fun, of course good coffee, or tea

Application Process

If you're interested in filling this position, send your CV/LinkedIn Profile to julia.booms@balluff.de and describe your attributes to the following relevant criteria with one or two examples.

- Passion (Why are you applying?)
- Personality (What makes you stand out for this role?)
- Vision (What is your vision of the future of the respective Market Segment?)