



## Inside Sales Engineer

### Description

Industrial Physics is a multicultural company with a dynamic and mentally young team. We offer freedom and opportunities for self-expression for our employees. It is a unique opportunity to work with the most modern technology in the world - and to make your personal contribution.

Industrial Physics is profitable and growing. We manufacture and sell instruments for testing, measuring and analyzing inks, coatings and general surface treatments from its location in Capelle ad IJssel. Our brands in this segment include TQC Sheen (coating testing equipment), C&W Specialist Equipment (corrosion and environmental test cabinets) and Fibro (measuring equipment for dynamic surface properties).

*Are you passionate about helping customers & developing positive relationships, independent and do you know how to keep an overview in a hectic environment, then we are looking for you! We are looking for an enthusiastic, proactive and driven inside salesperson! Someone with communicative and social skills and with experience in a technical environment. Think of solving technical application issues in order to offer the optimal solution for the customer.*

### Location:

Capelle ad IJssel, The Netherlands

### What will you do?

An Inside Sales Engineer will play a fundamental role in achieving our ambitious customer acquisition and bookings growth objectives. You must be comfortable making calls each day, working with distributors and channel partners, generating interest, qualifying prospects and closing sales.

- Translating the quotation into a suitable solution for the customer;
- Providing support to the sales people in the Benelux;
- Handling technical questions and complaints;
- Working closely with various departments, customers and distributors.

### What else is on your resume:

- HBO working and thinking level in a technical direction (Mechanical Engineering, Measurement & Control Engineering);
- At least five years of relevant industry experience in proactive technical sales;
- Broad experience with CRM systems (knowledge of Sales Force is an advantage);
- Good command of the Dutch and English languages (French is an advantage);
- Living in Rotterdam and surroundings.



**What you can count on**

An informal, pleasant and collegial working environment with good primary and secondary working conditions including market salary, excellent pension scheme, bonus scheme, 13th month and room for personal development. A fixed-term contract with the prospect of permanent employment.

Become part of our team! If you are interested in this position, please send your CV to [jobs-ic@industrialphysics.com](mailto:jobs-ic@industrialphysics.com). Do you have any questions? Call or email Suzy Meconen or Monique Westerduin: +31 (0) 10 79 00 100.