

## Inside Sales Engineer

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 aan den 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 in following up leads, 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 salespeople in the EMEA region;
- Lead assignments and follow up on the opportunities;
- Working closely with various departments, customers and distributors.

### Qualifications

- HBO Education (Technical of Sales);
- 3-4 years of experience as an inside sales employee;
- Broad experience with CRM systems (knowledge of Sales Force is an advantage);
- Good communication skills;
- Good command of the Dutch and English languages (German is an advantage);
- Start preferably on April 1<sup>st</sup>;
- Living in Rotterdam and surroundings.

### Description

Operating in more than 75 countries, Industrial Physics is the world leader in packaging and product integrity testing equipment. We serve our customers from different segments.

This job will focus on the Flexible Packaging Testing Equipment. In this product category we have different brands that we sell in the food, chemistry, paper and medical industries. These different brands are Systech, Technidyne, Messmer Büchel, United Testing, TM Electronics, Ray-Ran, OxySense & Testing Machines Inc.

**What you can count on**

We offer you an independent and varied position in a fast-growing and ambitious company. A dynamic team with active and committed colleagues. Of course, this includes a competitive salary and excellent employee benefits. We offer you a temporary contract for 1 year.

Don't miss the opportunity to join our team. Interested in this position, please send your resume to [jobs-ic@industrialphysics.com](mailto:jobs-ic@industrialphysics.com). Still have questions? Call or email Suzy Meconen and/or Monique Westerduin: 010 79 00 100.