

Novasol Chemicals

Distribution. Worldwide, just right.

Subject: INSIDE SALES MANAGER Spain & Italia

The **NOVASOL CHEMICALS Group** is a 100% independent company, ranked in the ICIS Top Best 100 chemical distributors. We are selling in 24 countries in Europe through our commercial offices located in 9 European countries, in China and in Canada.

Due to our growing activities in Europe, we are looking for an experienced and dynamic person as **Inside Sales Manager for the further development of our business in Spain, Portugal & Italy**

Your role:

Your main mission is to provide support to the local Sales Managers. You will report to the European Business Director.

Your key responsibilities and challenges are defined as being the Sales Development Representative (SDR)/ Insides Sales representative (ISR)/ Business Development representative (BDR) who supports the sales organization in a pro-active and re-active way, with the following tasks:

- Responsible for the initial qualification of leads, by exploring the lead in contacting the customer timely after the customer enquiry.
- Responsible for the lead assignment to the sales manager, business development manager, partners, distributors and resellers and follow-up of the leads assigned.
- Responsible for the active usage of the CRM tools (sales leads, project follow-up, update customer data...)
- Responsible finding internal solutions by involving different departments
- Liaise with management, supply chain, finance and quality
- Proactive support for projects initiated by the sales team to gain more leads.
- Account management of predefined set of customers
- Admin support to Sales Manager in Spain & Italy

Your profile:

- Has experience in a sales and customer service environment (2-5 years)
- Communicates fluently (reading, writing, speaking) in Spanish, Italian and English
- Can work independently and has the necessary maturity, skills and commercial feeling to communicate with customers and other (internal) stakeholders
- Has excellent organization skills, supported by good product knowledge
- Has a strong supportive attitude and willingness to help sales management and product managers to reach their goals
- Shows a commercial 'can-do' attitude, assisting in the acquisition and maintenance of new and existing customers
- Demonstrates a strong problem solving attitude, to take ownership of problems and find internally solutions, to make active proposals of solutions to the sales manager;
- Has a creative mindset to help sales managers brainstorm in solutions;

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- Has an excellent computer proficiency including the “Microsoft Office package”. Knowledge of lead management follow up systems and/or CRM is an asset;
- Shows a strong commitment to the company and is able to work in a team and sales driven environment.
- You are based in Barcelona (Spain)

Our offer:

- Young, dynamic, cosmopolitan working environment
- Autonomy and responsibility
- International oriented business relations
- Flexibility
- Strong company values : Integrity, Intelligence, Intimacy & Improvement
- Good place to work at our Sales office in Barcelona
- Homeworking according company policy
- Attractive salary & fringe benefits package

Interested in joining our team ? Please apply at hr@novasolchemicals.com.

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