

Junior BENELUX Sales Representative Bleiswijk Premium Stor (1.550 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentiax.nl/x-611703-z>





- Generate and follow up new business leads to meet sales and profitability targets in line with overall strategy
- Responsible for own distribution network of brokers/consultants and strategic partners to ensure profitable growth
- Attends international network events on a regular basis
- Research and develop new business opportunities within assigned industry categories/market segments;
- Prepare focused, client-specific presentations for new business emphasizing the opportunities and competition
- Develop proactive strategy, with regular reviews, maximizing specific opportunities as they arise;
- Assess prospective clients existing expatriate insurance arrangements to identify and develop new business opportunities;
- Build up and maintain distribution network of brokers/consultants and strategic partners;
- Act as adviser to prospective clients, brokers/consultants and strategic partners on all aspects of their (clients) expatriate insurance requirements;
- Keep abreast of all developments in the market both client and competitor-related, contributing to new product development/business initiatives accordingly;
- Liaise with other QNAP branch offices to develop opportunities;
- Liaise with internal departments in line with established procedures to generate growth opportunities whilst maintaining a high level of service.

Desired Skills and Experience

We also welcome starters who have passion and good communication skills in sales negotiation job with Little or None sales experiences.

- Prefer to have relevant sales experience, gained preferably in either the international corporate arena, with focus not only on growth but also on profitability
- Ability to work independently to achieve ambitious new business targets
- Knowledge of international employee benefits desirable
- Excellent language skills (oral and written): Dutch, English
- Good presentation and interpersonal skills

- High level consultative Sales/Negotiation
 - Effective Presentation

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