

Customer Support Executive Dutch (Barcelona) (0 EUR)



Locatie **Noord-Holland, Amsterdam**
<https://www.advertentiax.nl/x-769649-z>



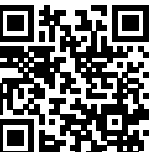











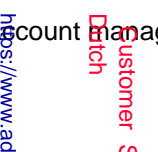


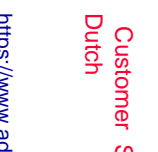
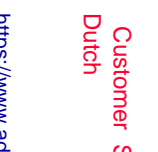
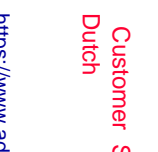




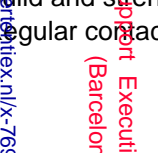
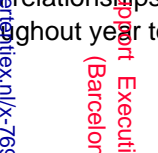
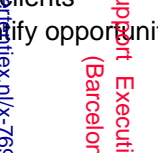


The ideal candidate will:



- Achieve targets for Membership Sales
- Personal targets for group memberships
- Achieve all KPI's set
- Managing incoming enquiries and converting to sales
- Effective use of Salesforce CRM to identify missed opportunities
- Identify opportunities to increase sales productivity
- Proactive in attitude to secure more business
- Identify new business clients

Attending relevant conferences and networking events (when required)

Effective lead sourcing across all channels

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Liaising with CRM team to establish relevant sales leads in industry

Account management

Build and strengthen relationships with clients
 Regular contact throughout year to identify opportunities

Act as ambassador for Leaders brand

Networking with senior executives in the sports industry at various events (when required)

Positive attitude adhering to the Leaders company values at all times

Support Management Team

To work on other projects and tasks as and when required by the company

The ideal candidate for this role would:

Have a minimum of 2 years sales experience (ideally with business information, membership or subscription sales)

Have a passion and knowledge of the IT industry

Tenacious attitude

Preferably a degree or subsequent qualification related to IT- Software

The candidate will fit our company values, which are:

Leadership

Collaboration

Quality

Accountability

Aspirational

Energy

Salary and Benefits

Only successful candidates will be contacted within a week of application.

Required experience:

Sales: 2
