

As the **Inside Sales Representative**, you will identify and pursue sales opportunities and build commercial contacts by telephone with the dealers and or vendor partners, in line with vendor agreement and sales plan, to realize the formulated sales objectives on lease penetration rate, new business volume and vendor profitability.

Key Responsibilities:

- Contribute to the market and sales plan and targets, within boundaries of BU strategy and vendor agreements.
- Define and implement a dealer plan and targets to give systematic direction to and control over dealers and or vendor partners, sales, and relationship activities.
- Identify sales opportunities with dealers and or vendor partners organization and ensure follow-up of opportunities within DLL sales organization.
- Call banker relations and prospect dealers and or vendor partners and bring to attention the vendor program opportunities, to entuse dealers and or vendor partners and originate quote requests.
- Generate and distribute quote proposals and rate cards to dealers and or vendor partners, on basis of quote requests.
- Support bankers and partners in their business activities, aiming at maximum exposure and knowledge of vendor programs with associated dealers and or vendor partners.
- Signal improvement opportunities during the program life cycle and introduce new and cross-sell existing products and services to dealers and or vendor partners, to optimize service.
- Manage the business relationship with dealers and or vendor partners on country/territory/region level, to increase business, income, and profitability in the short and long term.
- Management of existing business relationships with dealers and or vendor partners (by telephone). May also support more experienced Telesales Executive.
- Bring in application existing vendor program agreements.

Your Profile:

- Bachelor's Degree in Business, Marketing, Economics, Finance, or other related degree.
- 1 -3 years of inside sales or account management experience
- Insight in local dealer organization structure, distribution channels and vendor agreements
- Coordinates between and aligns multiple functionalities and multiple parties to structure deals.
- Interacts with colleagues to bring in application existing vendor programs

We Offer:

- Two working days per year volunteering for a local charity
- Flexible hours with possibility to work from home (within job scope)
- Career development opportunities: online learning, member development programs
- Highly competitive benefits