

Dutch-speaking B2B sales representative in Athens

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Company: City Job Offers

Location: Greece

Category: other-general

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Are you a motivated and goal-oriented individual? Are you proficient in Dutch? We have a great position with fantastic benefits and career opportunities in sunny Athens.

B2B Sales Job in Athens for the Dutch Market

We are looking for Dutch speakers to join an international team and work for a top multinational software company. Work from a brand-new office in the center of Athens. If you are willing to progress your career in sales, read on and apply!

Your profile:

- You are **proficient in Dutch**
- You are fluent in English
- **B2B sales experience** (ideally in IT or Software products)
- Strong customer negotiation skills with good presentation and communication skills
- Strong business mindset
- Goal-oriented and problem solver
- Objective focused
- Tenacious and ambitious personality

- Strong teamwork spirit
- Interest in technology is a plus

Benefits:

- Full-time position (Monday to Friday)

Competitive salary (14 early pays)

- Sales bonus

- Permanent contract
- Private health insurance with dental care
- Meal voucher

- Opportunities for an international career

- Multinational working environment
- Free gym and other activities
- Brand-new office in the center of Athens

Your responsibilities:

- Assist with project management, pricing, and follow-up calls
- **Meet or exceed revenue targets, cross and/or upsell the portfolio**
- Create, develop, and manage accurate sales pipeline information, ensuring timely communication of forecasts and accurate changes to customer buying plans
- Develop account plans to deliver on strategic goals, such as revenue, market share, and portfolio spread
- Proactively inform the customer of new product roadmaps, proposing upgrades and transition paths
- Understand the customer's key drivers from both business and IT perspectives, and develop relevant solutions to meet customer needs
- Develop strong professional working relationships with customers, partners, and colleagues

Looking for an exciting and challenging opportunity in a young international and dynamic environment? If you have a natural sales instinct, and strong technical aptitude, a prime

software company in Athens is waiting for you!

Apply now in just a few steps!

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