

INTERNAL SALES

You have a first experience (2-5 years) in sales and you want to step it up? Nimbuz can offer you that step, it's up to you to take it!

What we expect from an Internal Sales?

As an Internal Sales you know exactly how to persuade clients of our strengths: we are the top partner for their digital transformation.

You handle inbound sales, qualify them and track them commercially. You will also focus on outbound sales and schedule callouts to existing and new clients. In these calls, you discover their needs and vision on the future. This information helps you tailoring our services and solutions. In addition, you notice immediately when a client requires a temporary expert. You are the matchmaker!

Obviously, you won't be doing this alone: together with an entire sales team, you contribute daily to the success of Nimbuz. As one team, we build our growth strategy together.

Your profile

With your basic IT knowledge, you understand the needs of clients and prospects and you translate them effortlessly to technologies and services we offer. We don't expect you to be a know-it-all from day one, but you show an eagerness to learn about our expertise.

Your skillset includes:

- Drafting an offer with the correct price setting
- Informing and negotiating offers for clients and prospects
- Correctly following up opportunities in a structured manner
- Correctly using tools like Microsoft Office and Dynamics 365 for customer engagement

Naturally you are:

- Communicative, preferable trilingual (Dutch, English, French)
- Constructive, ambitious and energetic
- An organisational talent who works efficiently
- An expert in reporting clearly

What do we offer?

Nimbuz is situated on the cutting edge of innovation and digital transformation and at the heart of the Microsoft business within the Cronos Group, the largest IT community in Belgium with its 500 companies and 6.500 people. In addition to ensuring the safety of a strong and stable environment, companies also retain the agility of a startup.

- You will be part of the largest IT network with expertise in various fields.
- You work in an environment where innovative entrepreneurship is of key importance.
- You have the opportunity to deepen your skills
- You will be offered exciting opportunities with a lot of variation through different projects and clients.
- You can count on an attractive salary supplemented with extra-legal benefits such as a car.

Would you like to know more?

Send an email with your resume & motivation to loes.piron@cronos.be or make a call to +32 494 47 26 09