

Inside Sales Representative DACH (32-40 hours a week)

Do you want to work in a team of young, fun and well-educated professionals?

With over 50 employees from 13 different nationalities, speaking over 16 languages, our team of professional and talented people has proven to be a major asset to publishers worldwide.

ACCUCOMS is the leading sales and marketing agencies for society, academic, nonprofit and commercial publishers. We are looking for an enthusiastic **Inside Sales Representative** based in Leiden office (The Netherlands) to help us grow successful business relationships in the **DACH region (Germany, Austria, Switzerland)**.

We are looking for

An undergraduate or fresh graduate of Business Administration, Finance, Economics, Marketing, Communications or similar. Alternatively, you have a minimum of 1-2 years of experience in sales, customer service, account management or related roles and want to grow into a more senior commercial role.

You should be fluent in German and English and have excellent communication skills and commercial awareness.

You will report to the Commercial Manager Europe and will work closely with the Global Telesales Manager for all Telesales related activity.

You are

- A team player and you enjoy working in an international environment
- A driven, hands-on and flexible person with a "can do" attitude
- Highly organized, diligent and detail oriented
- Thriving in a fast-moving environment and enjoy wearing many hats at one time

What your day looks like

- Sales activity for your own set of assigned publishers in your region
- Calls for Telesales campaigns as assigned by the Global Telesales Manager
- Ongoing support activity and lead generation for the Regional Sales Managers
- Travel to customers and participate in tradeshow and conferences (as needed)
- Research for new leads and develop prospect lists
- Maintaining and updating business contact information via the CRM system
- Help with writing gap analyses and market updates of own region

We offer

- A salary in the range between €27.000 and €32.000 gross per year (according to experience), based on a 40-hour working week
- A spot in a fun, international young team we prefer to call the ACCUCOMS family
- A varied work package – Next to your main tasks and based on your aspirations you can try your hand at various marketing and sales activities. Projects are plenty. All you need to do is pick one.
- A party commission (ACCUfun) that organizes fun activities on a regular basis

Making the move

ACCUCOMS offers you an interesting and diverse sales role within our company. You will work in an enthusiastic, innovative and motivated team.

To apply for this position please send your resume and letter outlining why you are right for this position to careers@accuoms.com