



BRAND VAN EGMOND is an atelier/studio where a team of people realize the ideas and designs of the founder William Brand. The company is very driven and internationally oriented and creates haute couture lighting for the most beautiful spaces. We are located in Naarden (Amsterdam region). We deliver from Naarden to more than 90 countries, to both residential and commercial spaces.

We are looking for reinforcement for our sales team:

## **Inside Sales Executive (40 hours)**

As a Sales Executive, back office, you are part of the sales team and have the following qualifications:

- Ability to gain appropriate level of knowledge through self-study, training, and experience.
- Knowledge of administration practices, including use of CRM systems.
- Proven ability to work effectively in a team environment.
- Strong responsible attitude and analytical skills.
- Self-motivated, pro-active, goal and detail-oriented, persistent and dependable with strong probing skills.
- Proven track record of developing leads, as well as closing business over the phone.

### **Main tasks:**

- Conduct prompt follow-up and process sales transactions timely and accurately.
- Support your colleagues in the field and the agents in the regions for which you are responsible.
- Develop and manage lead generation activities.
- Plans and executes area coverage and sales approach to assure effective development of underperforming sales area in solicitation of new leads and accounts, which includes cold calling and cold emailing.
- Provide close personal service to develop long-term business relationships, seek out and develop new business and sales, and increase market share.
- Total administrative processing of orders from your region.
- Follow up and monitor delivery times for orders from your regions.
- Provide after sales contacts.
- Provide samples, mailings and quotations.
- To receive customers and prospects in our experience center.
- Keep the CRM details up to date in our ERP system (Microsoft Dynamics AX).
- To represent Brand van Egmond periodically at (inter)national fairs and events.

### **Function requirements:**

- HBO level / Bachelor's degree
- 3-5 years of current sales experience, preferably in the fashion industry and/or luxury products market.
- Excellent knowledge of English and Dutch both verbal and written. Knowledge of German, French or Polish is preferred.
- Proficient knowledge of MS Office. Experience with Microsoft Dynamics AX is preferred.

### **Company Benefits:**

Brand van Egmond offers an extraordinary work environment, tremendous opportunity for advancement, and good benefits.

### **Interested in this job?**

Please send your application with a motivational letter and CV to:

Brand van Egmond B.V., Mrs. S. McWey, Nikkelstraat 41, 1411 AH Naarden.

Tel: 035-6921259, Fax: 035-6911725 E-mail: [sylviamcwey@brandvanegmond.com](mailto:sylviamcwey@brandvanegmond.com)

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