



**Brand van Egmond is an atelier 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 some of the most wonderful interiors and unique clients around the world. We are located in a beautiful office in Naarden (Amsterdam region).**

## **Sales Executive (40h)**

### **Responsibilities**

- 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, including by visiting your markets.
- Plan and execute 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.
- Administrative processing of orders from your region and keep the CRM details up to date in our ERP system
- Represent Brand van Egmond periodically at (inter)national fairs and events.

### **Qualifications**

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

- Self-motivated, proactive, goal and detail-oriented, persistent and dependable with strong probing skills.
- 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.
- Proven track record of developing leads, as well as closing business over the phone.

### **Function requirements**

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

### **Company Benefits:**

Brand van Egmond offers an extraordinary creative and international work environment, and good benefits.

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

Please send your application with a motivational letter and CV to [dennisvanegmond@brandvanegmond.com](mailto:dennisvanegmond@brandvanegmond.com).