

Inside Sales Specialist (DACH)

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Company: GT Motive

Location: Spain

Category: computer-and-mathematical

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Inside Sales Specialist (DACH)

Full Time

España

Remote

With Professional Experience

2/13/24

Working at GT Motive is the experience you have been looking for!

At GT Motive we work every day to be the most innovative company in Technology Solutions and SAAS in the automotive industry. We are present in all Europe and are part of the Allianz Group.

We have a solid track record as a company and many projects to keep growing. That is why we like people who also believe in long-term projects and commitment. Our team is diverse and builds relationships based on respect, trust and cordiality to be able to work in a coordinated way from anywhere, betting on flexibility and balance between personal, family and professional life.

A challenging market in the middle of the digital transformation with a friendly and relaxed B2B customer base is waiting for YOU. Together with our friendly and dynamic **team** for **Germany, Austria and Switzerland** you will maintain contact with workshops, insurance companies, experts and GT interface partners, among others – for sustainable growth in our collaborative claims ecosystem.

As Inside Sales Specialist at GT your mission will be ensure growth in the DACH region.

Your key responsibilities will include:

- Sell GT Estimate to identified companies in the retail market (Shops / Assessors), support field sales.
- Create offers and contracts
- Perform follow-ups with prospects.
- Collection /documentation of customer related information and requirements (Salesforce).
- Conduct product training.
- Report on daily base in Salesforce.

Additional functions include:

- Participation in events. Organise customer meetings.
- Organise and support sales actions.
- Optimize sales processes.

The profile we would like you to have:

- Good/relevant previous experience and motivation is more important than any specific educational background.
- Previous work in a (tele) sales, ideally in claims or automotive area.
- Salesforce experience valuable.
- MS Office highly skilled.
- Native German speaker.
- English level B2.

We are excited to get to know more about you and impatiently waiting to discuss more about this opportunity!

This position has 100% remote working and flexibility in the schedule.

Join our GT team!

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