

Business Development Representative Europe



This position is for a well-established, innovative software development and service delivery company based in Nashville, TN. This company offers employees a work environment that encourages input, leadership and offers the opportunity for career advancement.

The Company: Provides Parts Sequencing, Manufacturing Execution Systems and Inventory solutions for manufacturing and logistics organizations. Our customers are located in North America, Europe and South America. We have a reputation for quality products and the great care and support we provide our customers.

The Position: The Business Development Representative will work to improve the organization's market position, foster current customer growth and retention and achieve financial growth.

The role is split into two key areas: current account development and new business acquisition. Account development is to manage and expand existing accounts and relationships throughout Europe with focus on cross selling our portfolio and expanding into new facilities and countries.

New business is to acquire new logos by targeting selected suppliers and OEMs. Key responsibilities are to assist with defining long-term organizational strategic goals, build key customer relationships, identify and pursue business opportunities, work with customers to determine the best fit for our solutions, work with a sales engineer to develop statements of work, prepare quotes, negotiate and close business deals and maintain knowledge of current market conditions.

This position reports to the Global Sales Director based in the UK

Requirements:

- 3+ years of experience in professional b-to-b sales.
- A BA/BS or higher from an accredited college or university.
- Excellent written and oral communication skills.
- Business software experience including CRM and Microsoft Office 365 including Word, Outlook, Excel, Visio etc.
- A valid driver's license and the ability to get a passport.
- The ability to pass a background and drug test.

The Location: Position is home-based with European travel.

Contact HR@insequence.com for more information or to apply.