# Inside Sales Representative – Ireland

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Adecco Poland Sp. z o.o. is a part of Adecco Group – the world s leading provider of HR solutions, with more than 33,000 FTE employees and a network of 5,600 branches, in over 60 countries and territories around the world. We have been present in Poland since 1994. Our international client is looking for : Inside Sales Representative – Ireland Nr ref.: ISR/2014 Place of work: Ireland, Cork Adecco has an excellent opportunity for an Inside Sales Representative with German or Dutch. The role will be to support a specific subset of the Partner community and assisting in the development of the Partner s strategic plan. Enable the performance of the partner s sales representatives through training, incentives and motivation, as well as establishing and maintaining the partner relationship through regular communication in line with best practice. Specific Responsibilities/Functions - Focus on identifying new business opportunities from existing and prospective or competitive accounts as well as retaining a high renewal rate through up-selling and cross selling - Develop relationships with key decision makers, understand and respond to customer and partner needs, tracks and monitors account activity. - Develop and execute detailed sales/marketing plans, effectively forecast renewals/up-sells, manage time and work flow, create effective call plans and maintain high call volume, monitor and respond to competition, networks. - Ability to explain product features/benefits, generates customer interest - Out bound calling to specific partners regarding channel campaign and program enablement for the purpose of new Business. - Keep knowledge up to date of the Security market and meet training targets to maintain a thorough understanding of our client products, process and promotions to provide the highest levels of sales support - Contacting prospective new partners to discuss and assist with applications to the Security Alliance and relevant Partner Margin Growth and Profitability Programs Criterions: - Strong desire to progress within the sales function - Channel selling experience desirable - Strong work ethic and organization skills - Fluent in English and German - Excellent communication and customer service skills - IT sector experience in selling software solutions and/or products is desirable We offer: • Salary £35000 - £50000 per annum + Benefits. • Access to medical and other ancillary benefits, including Employee Assistance Program. • Work with sales professionals from across Europe giving you a great opportunity to work in a truly diverse environment. • The opportunity to develop your skills. If you feel you have the skills and drive to meet our clients requirements, please forward a copy of your CV to Adecco Cracow. Interested candidates are invited to send CV in Polish and English with the reference number at: justyna.rybacka@adecco.com

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