

European Customer Care Representative

Type: Permanent - Full Time

Location: Remote (United Kingdom, Europe)

Description:

Searching for a European Customer Care Representative to join our expanding team. If you have sales, customer service, account management, or a business development background, have a keen interest in the manufacturing industry, and are looking to work for a global company, then this would be of interest to you.

This is a home-based, remote position that needs to have the ability to attend occasional gatherings at the UK sales office in Bridgend, Wales.

Job Duties:

- Inbound/ outbound call handling
- Manage leads from the lead generators
- Generate own leads/ opportunities and build a strong pipeline
- Identify new customers and grow existing accounts
- Negotiate prices
- Respond to machinery and equipment enquiries/ needs
- Follow up with potential customers
- Sales transaction management i.e. ensuring invoices are paid and provide after sales service
- Communicate with EquipNet finance, logistics and project management teams
- Occasionally attend exhibitions and shows in Europe

Requirements:

- Must be able to work on own initiative
- Experience in a manufacturing industry desirable
- Have a competitive nature and be confident
- Be a creative and strategic thinker
- Excellent teamwork skills as working with colleagues globally will be essential
- Excellent telephone manner, ability to communicate at all levels as you may be liaising with CEOs and / or Engineers from all over the world
- Minimum 2 years' experience within a sales environment or account management role
- Have a good understanding of the LinkedIn/ Sales Navigator tool
- Must be able to work from home but come into the office in Bridgend, Wales when required

Benefits:

- Competitive salary (depending on experience) + Performance Related Bonus
- Monday to Friday with Flexible working hours
- Home based (attend UK sales office occasionally)

Contact:

Email Resume to: [Human Resources - Europe](#)