



**Solid Sands B.V.**

**Current Opening:** Worldwide Sales Representative B2B

**Who are we?**

We are a world leading provider of testing and qualification software. We have been serving our customers globally in various industries for many years and they trust our knowledge and quality. The phone in your pocket and the car you drive could rely on the quality control provided by our products, SuperTest and SuperGuard.

**We are looking for:**

We are seeking a highly motivated and experienced Sales Representative with a strong track record in B2B sales of technical software solutions.

The ideal candidate can quickly understand our products at a basic level. A proactive attitude and a proven ability to prospect and qualify leads are essential for success in this role.

**Requirements:**

- Proven experience in B2B software sales, with a minimum of 3-5 years in a similar role.
- Basic technical understanding of software products, with the ability to talk about them confidently and clearly to both technical and non-technical audiences.
- Exceptional communication skills, both verbal and written, in English.
- Track record of success in sales calls, lead qualification, and closing deals in a B2B environment.
- Self-motivated with a proactive, results-oriented mindset and a high level of persistence.
- Experience using CRM software.
- Ability to collaborate effectively with cross-functional teams to execute sales strategies.
- Willingness to travel as required for trade shows and industry events.

**Responsibilities:**

- Proactively promote and sell Solid Sands' technical products and services to new and existing clients across various industries.
- Conduct sales calls to qualify prospects, generate leads, and track follow-up actions, ensuring a robust pipeline.
- Manage the full sales cycle from initial prospecting to introduction meetings, proposal preparation, and closing.
- Collaborate with marketing, and technical teams to develop and implement sales strategies.
- Provide expert guidance and support throughout the sales process to build trust and ensure customer satisfaction.
- Maintain accurate and up-to-date records of all sales activities in our CRM system to track progress and ensure accountability.
- Achieve sales targets.



**We Offer:**

- A flexible work environment and a friendly office in Amsterdam
- A competitive salary and good secondary benefits
- Flexible working hours
- A pleasant working atmosphere in an international team
- Opportunities for personal growth

We have a hybrid work model, working from home for up to two days per week (to be discussed and agreed after the trial period).

We aim for an inclusive and equitable work environment across all aspects of our business. Every person who applies to join Solid Sands receives equal employment opportunities, and we value a welcoming environment where each member of our team feels included, respected, and empowered.

**Are you the new colleague that we are looking for?**

Submit your resume/CV including motivation letter to: [info@solidsands.nl](mailto:info@solidsands.nl)