



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 looking for a team player with a self-motivated and competitive personality. You should not be hesitant to jump into the big challenge of selling a highly technical software product. Besides this you need to have excellent English communication skills both verbal and written we also require experience with sales calls.

Responsibilities:

- Pro-active promotion and sales activities of our products and services
- Making calls to qualify prospects and generate leads. Tracking and follow-up those leads and inquiries
- Execution of all sales activities, from the introduction and presentation to customers and preparing offers, to handling contract negotiations and supervising the deal through to closing
- Collaborate with team to prepare and execute sales strategies and actions
- Maintain accurate records in our CRM system

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 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