



INSIDE SALES SPECIALIST / BUSINESS DEVELOPMENT MANAGER

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The ARBURG group is a leading manufacturer of plastic processing machines worldwide. With about 3,600 employees, we are considered the epitome of innovation in the plastics industry.

Job Qualifications:

- /// Bachelor Degree, Engineering or similar with more than 5 years of experience
- /// German Language (C1)
- /// Proficiency in Microsoft Excel and Customer Relationship Management (CRM) software, SAP & Microsoft Teams
- /// Strong analytical and problem-solving skills, effective communication skills and exceptional customer service skills

Job Responsibilities:

- /// Provide technical support to the sales team, identify high-potential business opportunities, determine action plans and the technology necessary
- /// Communicate with customers, understand their needs and ensure a smooth sales process
- /// Document all pertinent customer information into CRM system, track metrics to make data-informed decisions about sales strategy
- /// Collaborating with the marketing department to ensure that the sales staff receive quality leads to pursue, evaluating current sales practices and procedures to determine whether they are effective in generating sales

The ideal candidate will have to be an experienced technical person to ensure that our inside sales operations run smoothly and will be responsible for monitoring sales metrics and managing the entire sales administration process by enhancing and up-leveling relationships and developing an effective step-by-step process of nurturing leads and closing sales.

Please submit your application documents to Edgar Calderón (edgar_calderon@arburg.com).

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