



Traineeship Inside Sales (Greece)

Who will you be working for?

The sales department of BE Networks is a boiler room of international profiles, serving customers all over the world with 'out-of-the-box' network solutions. Our customers benefit from a unique supply chain of excess stock and used products, built on solid partnerships we have with the world's largest Internet Service Providers such as Vodafone, Orange, Telenet and Proximus. Adding a first-class, fully compliant and custom-made refurbish process to this diversifying business model, makes us the indispensable distribution partner we are today.

We are looking to expand our business volume in the Greek region, so if you want to board the high speed train our company is, we will help you develop your sales skills to a senior level.

Sales and account management is a lot about interpersonal skills and having a good time with other people. The BE culture therefore, is also about showing you around town and having a good time during (and after) hours. We organize sales incentives like ski trips or sunny trips to Greece, on Fridays we have a happy hour to start the weekend and regularly we throw office parties (team building, X-mas party, summer BBQ), because let's be honest, happy employees mean happy customers.



What will you do?

Joining our sales team in the BE HQ in Belgium, will make you think, act and close deals just like our senior internationals are successfully doing today.

An inside sales rep will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. It is all about building up your own customer base and conquering the market. You will be responsible for the complete sales cycle which means you will prospect leads, initiate contact, qualify leads, quote, close deals and take care of the after-sales.

Of course, you will get the necessary guidance of a dedicated team leader who will coach you during a 6 months tailor-fit traineeship with team workshops, 1:1 sessions in order to make you successful. And it does not stop there as you will be surrounded by senior people who each have their own approach and talents and who are happy to share their experience with you.

Building up your own market asks a lot of persistence in the beginning to generate interest and leads, so you must be comfortable making plenty of calls per day, and follow-up on inbound leads in order to achieve that goal and reach your targets.

With your eagerness and our support, you will evolve in a significant asset for our company in no time. As soon as you are fully prepped, the floor is yours and you can make your next steps through account management, embodying the BE spirits as a true leader.

What do we expect from you?

Our goal is not to hire the best candidate on paper, but select a person who has the personality that works best in our team. What does that mean?

- You have a positive mindset and see failure as a learning opportunity to become even better.
- You have a healthy thirst to reach & exceed targets in order to score uncapped monthly bonuses because let's face it, it is still sales!
- Good communicator, both verbal and written in Greek and English.
- You are creative and think outside the box to achieve your goals.
- You are genuinely interested and curious about our business, our products and our customers.

Getting enthusiastic by reading this? Contact us, because we are eager to meet you!

Information about the employment:

- **Country:** Belgium
- **City:** Mechelen
- **Number of employees:** 30
- **Average Age:** 29.5 years
- **Employment:** Traineeship
- **Duration:** 6 months with the possibility of becoming permanent
- **Required Languages:** Greek and English
- **Work experience:** Starter/Young professional
- **Salary pack:** OTE € 3.333,00/month + uncapped commission (starting from the beginning of the traineeship)