



# NETWORKS

## TRAINEESHIP INSIDE SALES (ITALIAN)

*“We challenge you to reach your maximum potential!”*

### ABOUT US...

BE Networks NV is an independent distributor of preowned network- & datacenter equipment. Partnering with the world's largest ISP's for reversed logistics, we contribute to the circular economy by refurbishing & remarketing high-end IT assets. For our customers this results in very competitive pricing, combined with tailor-fit warranty & support.

### ABOUT THE POSITION...

The Inside Sales traineeship is the first step to a successful career in B2B sales & international key account management. You will be trained & coached by an experienced team leader and guided by all of your colleagues in order to master the full sales cycle in no time. We hand you the tools to be successful and to be the best version of yourself. Some of the responsibilities are:

- Mapping customer- & contact information for maximum prospect effectiveness
- Business development within a specific region
- Building strong relations & managing accounts
- Qualification of customer need
- Translating customer need into the right products & the right price
- Making quotes, negotiating & closing deals, customer support & after-sales

### ABOUT YOU...

Developing a market from scratch takes time with plenty of trial and error, but with a good attitude of **patience**, **persistence** and **determination** you will experience real success soon enough and enjoy fat commission.

- You are a native ITALIAN speaker, fluent in English
- The 7 soft skills are part of your DNA
- Ambition to be the best sales person is what drives you
- Creativity is your tool for problem-solving

## ABOUT THE TEAM...

The BE sales floor is a boiler room, packed with internationals, all working together to become the best sales men and -women in the industry. This is what creates the perfect environment for young professionals to start their sales career, while making a real difference in the circular economy at the same time. Fantastic sales incentives, combined with a variety of events and trips throughout the year is what makes doing business & having fun go hand-in-hand.

## ABOUT THE DETAILS...

- Office location: Mechelen (HQ), Belgium
- Company size: 30 – 40 FTE
- Employment: 6 months traineeship
- Continuation: Good match after 6 months = Fixed contract
- Work experience: Starter / Young professional
- Education: Bachelor degree or ambitious high-school graduate
- Salary: OTE 3.333,- EUR + uncapped commission
- Languages: Italian & English
- Start: asap 2020

*“After 2 years of consistency and making a real difference for my customers, I was not only given the full trust by customers to win the real big deals, but I was also given the trust by BE to start setting up a new office in Morocco!”*

**- Ali Aassoum**  
BDM Africa & Middle-East



Sounds like a match?

Don't hesitate and apply via our website, LinkedIn, or directly via [hr@be-networks.be](mailto:hr@be-networks.be)