

# Sales support specialist(m/f)

Deurne 

Full-time 

- 
- 40%** Drafting and managing service and maintenance contracts for customers, including issuing quotations, monitoring commercial follow-up, and handling administrative processing **1.** You support your sales colleagues (both inside and outside) in expanding our digital services and parking equipment with our customers
  - 30%** Providing support to sales colleagues and handling incoming emails and phone calls related to sales and contracts **2.** You will be working in a friendly team and will collaborate closely with colleagues from various departments
  - 15%** Processing the sale of individual items and handling invoicing for IP Parking NL **3.** You will work alongside the Account Managers and the Service Manager to ensure a 9+ customer experience
  - 15%** Monitoring, safeguarding, and adjusting internal procedures and reports, as well as assisting colleagues with various inquiries **4.** You anticipate sales signals from existing customers and maintain customer contact, both by phone and email



## WE ARE LOOKING FOR

- A motivated and eager to learn colleague
- MBO thinking and working level
- You have relevant work experience in a similar position
- Good command of the Dutch and English language (spoken and written)
- You are communicative, customer-oriented, initiative-taking, and have strong attention to detail
- You can work well with Office 365 and have a strong affinity for IT

## WE ARE OFFERING YOU

- **Salary**  
€ 2500 - €4000, depending on your experience
- **38 off days**  
25 vacation days and 13 ADV days, (but also the option to have a large part paid out)
- **Training budget**  
We like to see you develop, so you have an annual budget to spend on training and/or courses
- **Trust and space**  
Everyone is welcome to participate in our developments, which is why we offer room for your own input and ideas
- **Pension**  
We also like to arrange things well for later, which is why we have a pension scheme at PMT
- **Staff association**  
And one that organizes enjoyable outings (Theme drinks, weekend away, festivals)

## GROWTH OPPORTUNITIES

Growing within or outside your own position, that is up to you. We will help you to achieve your potential!



# GET TO KNOW THE TEAM: IPNL SALES

11 employees, location Deurne

## Team Sales is working on

- Maintaining and improving customer contact and the customer experience
- By means of consultive selling, achieving the objectives
- Strengthening and expanding our market position



*"A beautiful family business with a pleasant atmosphere. Every day, we work together to achieve the best results for our customers."*

**Deveny, Coordinator  
Backoffice**



*"Because we are constantly at the forefront with our in-house developed hardware and software, the sales department never gets bored. There are new techniques to learn every day and every customer situation is different."*

**Duro, Accountmanager  
New Business**



*"Working together in an informal atmosphere with short lines of communication on great solutions and results for our customers."*

**Maykel, Managing Director  
Sales IPNL**

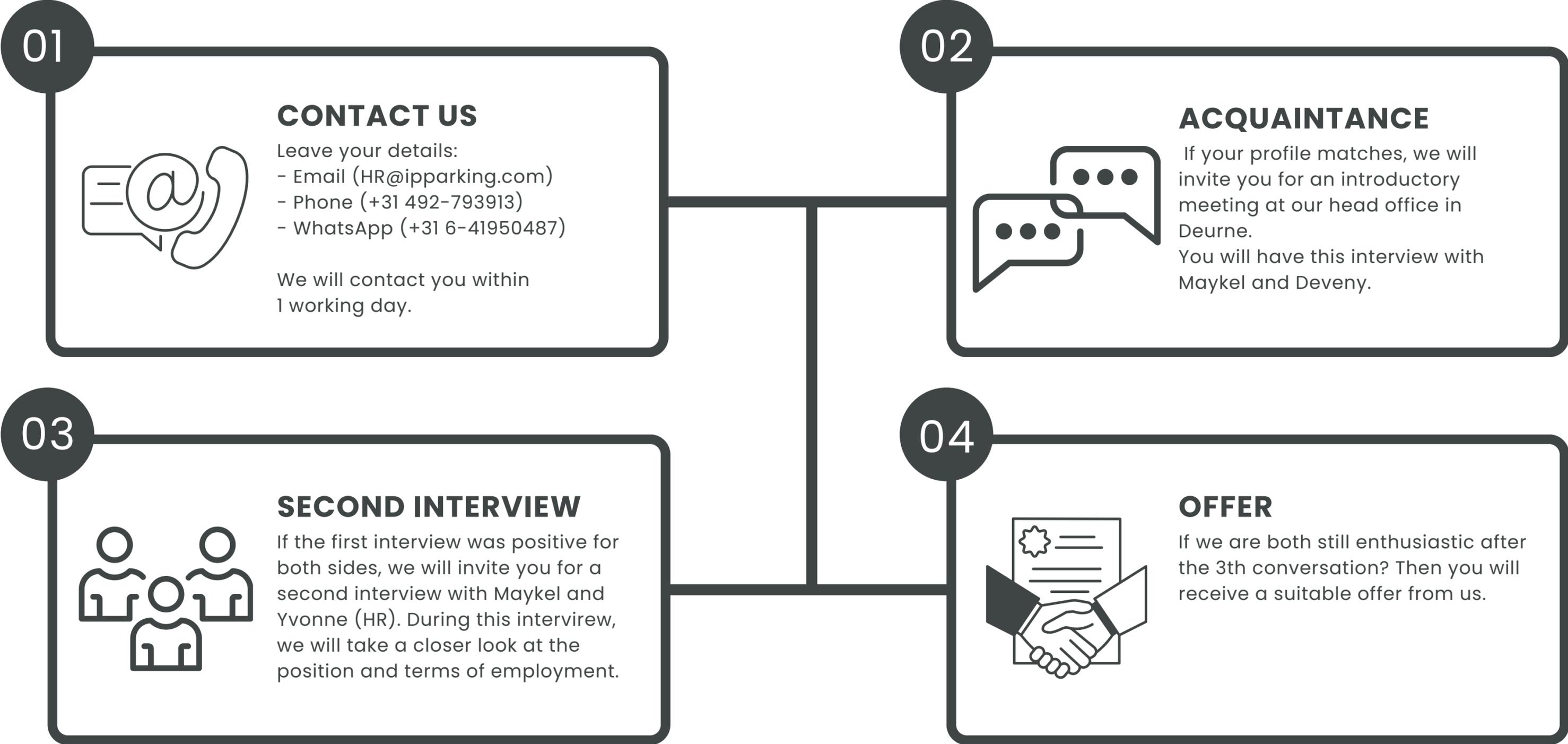


*"Our great products give both customers and end users a carefree parking experience. At IP Parking we provide the ultimate experience with pride and with a lot of Brabant cosiness."*

**Walter, Accountmanager**

# APPLICATION PROCESS

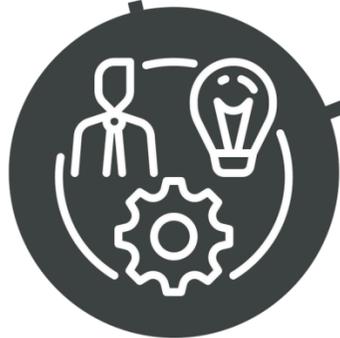
If you are reading this or one of the other vacancies and it makes you happy, we would love to meet you





## Family business

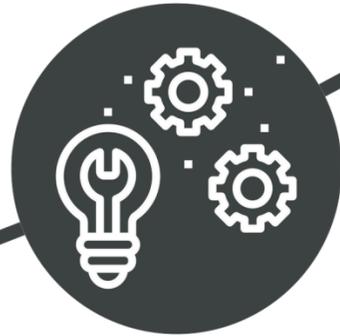
IP Parking is a young and dynamic company full of experience. In our family business, hard work is combined with the necessary dose of fun. We are more than just colleagues and our mutual contact is friendly and based on trust.



## Development

Development is important to us, not only in our products, but also for our employees.

We facilitate (internal) training programs, like to think along with you about possibilities and offer the space to grow.



## Technology

We develop our products ourselves, both the software and the hardware. Here we combine different and interesting techniques. Our mission is to offer our customers and their end users the best Xperience. This ensures that we are constantly looking for new opportunities, techniques and developments. We believe it is important that all employees are given the space to think along in the process and to contribute to the continuous innovations of our services and product range.

We don't have to be the biggest, but we do want to offer the best service to our customers.



## International

Despite the small and close-knit teams, we are part of a growing international organization. We believe it is important that we also work closely with our own customer centers in North America and Belgium and our dealers worldwide, even remotely.

A large company that therefore feels small and where people really make the effort to get to know each other better.



**IPPARKING**  
it's all about Xperience

# Company profile



**Active in**  
NL - USA - BE  
IRL - DU - SWE- FIN - ENG -AUS

● ● ●



**Founded**  
2005

● ● ●



**HQ location**  
Deurne, NL

● ● ●



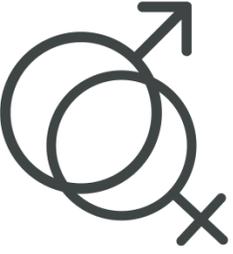
**Number of employees**  
144

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**Average age**  
41 years

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**M/F**  
80% - 20%

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**2005**

Establishment of IP Parking by Eric and Jimmy Smulders



**2009**

Launch of Stadsparkeren B.V., mobile parking provider for consumers



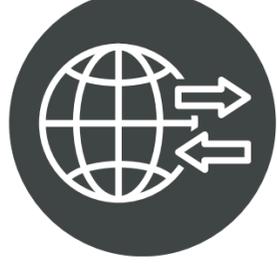
**2017**

IP Parking opens customer center in North America. Introducing completely ticketless parking system Export to Canada



**2019**

Export realization to Ireland and Luxembourg



**2022**

IP Parking takes over customer center Belgium and realizes 2,500th project



**2007**

ParkBase, 100% web-based Parking Management System (PMS) including license plate recognition (LPR) is introduced.

**2012-2016**

Export realization to Germany (2012) Belgium, UK and US (2013) France (2015) Australia (2016)

**2018**

IP Parking reaches milestone of 1000 projects

**2020**

Export realization to Sweden and Finland