

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

30% Providing support to sales colleagues and handling incoming emails and phone calls related to sales and contracts

15% Processing the sale of individual items and handling invoicing for IP Parking NL

15% Monitoring, safeguarding, and adjusting internal procedures and reports, as well as assisting colleagues with various inquiries

1. You support your sales colleagues (both inside and outside) in expanding our digital services and parking equipment with our customers

2. You will be working in a friendly team and will collaborate closely with colleagues from various departments

3. You will work alongside the Account Managers and the Service Manager to ensure a 9+ customer experience

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

01

CONTACT US



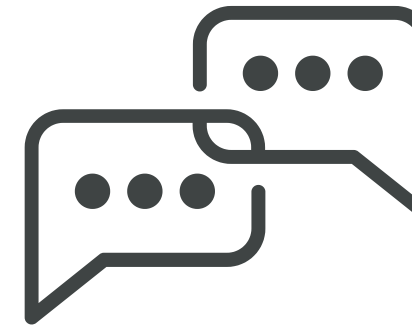
Leave your details:

- Email (HR@ipparking.com)
- Phone (+31 492-793913)
- WhatsApp (+31 6-41950487)

We will contact you within
1 working day.

02

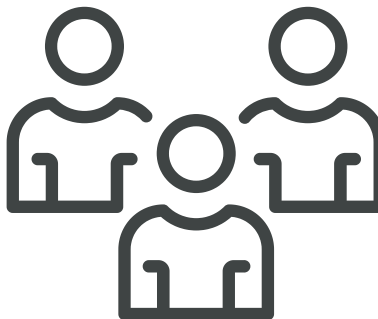
ACQUAINTANCE



If your profile matches, we will
invite you for an introductory
meeting at our head office in
Deurne.
You will have this interview with
Maykel and Deveny.

03

SECOND INTERVIEW



If the first interview was positive for
both sides, we will invite you for a
second interview with Maykel and
Yvonne (HR). During this interview,
we will take a closer look at the
position and terms of employment.

04

OFFER



If we are both still enthusiastic after
the 3th conversation? Then you will
receive a suitable offer from us.



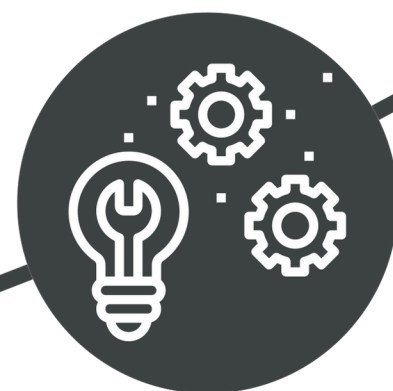
Family business

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 **X**perience

Company profile



Active in

NL - USA - BE
IRL - DU - SWE- FIN - ENG -AUS



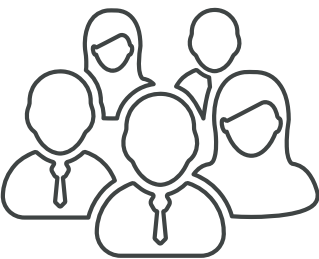
Founded

2005



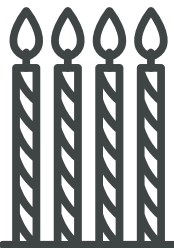
HQ location

Deurne, NL



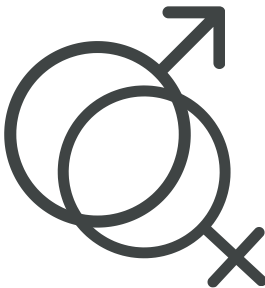
Number of employees

144



Average age

41 years



M/F

80% - 20%



