

Recruiting

For the Spanish office of RIB Software SE we are searching Inside Sales Representative

Job Summary

Our inside sales team drives our company to find new customers, retain current customers, and develop innovative solutions for bettering our product and service. As an inside sales representative, you will play a crucial role in establishing relationships and marketing our company's brand in a way that is positive, honest, and professional. Job is based in Madrid with some possible travelling abroad.

Job Responsibilities:

- Deliver sales objectives through the management of inbound and outbound calls /mails from resellers, current customers and potential customers.
- Understand customer needs and requirements.
- Research and qualify leads
- Work with your team members and our partners to facilitate calls, manage workflow, and minimize hold times throughout the sales process.
- Enter data with high degree of accuracy and consistency into computer system.
- Maintain an organized workspace and properly file documents, updates, and product information so it is readily accessible for reference and to answer questions.
- Listen attentively to consumer questions and provide answers that are knowledgeable and insightful to encourage product sale.

Job Skills & Qualifications Required:

- Track record of goal achievement
- Excellent communication skills, both written and oral.
- Effective time management skills.
- Highly motivated with a desire to succeed
- Ability to work in multitasking and on a computer navigation environment
- High knowledge of Microsoft Office (Word, Excel, Outlook)
- Experience in inside sales and customer service
- Fluent in English
- Desirable knowledge of the construction software industry and the construction sector
- College degree desirable

Please, send English CV to empleo@rib-software.es, subject: Presto/iTWO Consultant.
One DIN-A4, no photo, no ID of age or gender.

About RIB

RIB Software SE is the global leader of digital transformation for building and construction industries, providing the most cutting edge software technologies and innovative working methods to increase industry productivity. RIB endeavours to be the best partner of building and construction enterprises for digitalization and transformation.

RIB Software SE is a pioneer in the digitalization of the construction industry. The company develops and offers cutting-edge digital technologies for construction enterprises and projects across various industries worldwide. iTWO 4.0, RIB's flagship cloud-based platform, provides the world's first enterprise cloud technology based on 6D BIM for construction companies, industrial companies, developers and project owners, etc. RIB Software SE is a member of Schneider Electric and headquartered in Stuttgart, Germany and Hong Kong, China. With over 2,700 talents in more than 25 countries worldwide, RIB is targeting to transform the construction industry into the most sustainable and digitalized industry in the 21st century

RIB Spain is the Spanish subsidiary of RIB Software SE, with more than 40 years of experience in the construction industry and more than 40.000 users in Spain and other countries, RIB Spain develops and markets PRESTO the leading software in cost and time management oriented to BIM and the most widespread in Spanish-speaking countries.

www.rib-software.es