

# INSIDE SALES SPECIALIST



## What we are looking for:

A talented and competitive Sales Segment Specialist that thrives in a quick sales cycle environment.

Proven inside sales experience.

Track record of over-achieving quota.

Possibility to attend (International) trade shows when the opportunity arises.

Strong phone presence and experience dialing dozens of calls per day.

Proficient with corporate productivity and web presentation tools.

Experience working with Salesforce.com or similar CRM.

Excellent verbal and written communications skills.

Strong listening and presentation skills.

Ability to multi-task, prioritize, and manage time effectively.

BA/BS degree or equivalent.



Ronse, Belgium



Full time job



Bachelor's degree preferred



### Duties and areas of responsibilities:

Playing a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.

Being comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects and closing sales.

Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails.

Understanding customer needs and requirements.

Researching accounts, identify key players and generate interest.

Maintaining and expanding your database of prospects within your assigned territory.

Team with channel partners to build pipeline and close deals.

Performing effective online demos to prospects.

# ABOUT PURPLE MUSTARD



At Purple Mustard, we're all about producing promotional matting that not only protect surfaces but also make a statement about our clients' brands.

We insist on using top-notch materials for durability and offer recycled options to uphold our commitment to sustainability. Our mats are versatile and purpose-driven, serving various applications, from transforming retail spaces to making a strong impression at trade shows.

Are you ready to be a part of our journey? If you're enthusiastic about making a difference and want to contribute to a dynamic team, we invite you to explore our career opportunities.

## MANUFACTURING LOCATIONS

Ronse (BE)

Fleurus (BE)

Caerphilly, Wales (UK)

LaGrange, GA (USA)

Dalton, GA (USA)

Manchester (UK)

## WEBSITES

[www.purplemustard.com](https://www.purplemustard.com)

[www.mamatting.eu](https://www.mamatting.eu)

[www.motifmats.com](https://www.motifmats.com)




There are three principles that guide us daily through our decisions and for every mat that we produce:

**DO THE RIGHT THING.**

**DO WHAT IS BEST FOR THE CUSTOMER.**

**DRIVE IMPROVEMENTS AND INNOVATION.**

 Join the dynamic team at  
Purple Mustard and play a  
pivotal role in revolutionizing  
the matting industry.

We offer a stimulating work  
environment, opportunities  
for growth, and the chance to  
make a meaningful impact.



Meal  
vouchers



Extensive training  
opportunities



Bicycle  
allowance



13th  
month



20 vacation days  
+10 additional days off



Remote  
work possible



Up to +2 seniority days  
in your career



International  
group



Company  
laptop



Company cell phone  
and subscription



Questions about this job opening or want to apply?

Contact Arnaud: [adewitte@purplemustard.eu](mailto:adewitte@purplemustard.eu)