



WANT TO JOIN THE COOLEST ROBOTICS COMPANY? INSIDE SALES REPS WANTED!



Are you experienced with sales and can adapt your skills to the social and technological changes of these days? Can you deliver compelling sales pitches in an online environment, as if you were in a face-to-face interaction with the prospect? At Turf Tank we want to upgrade our sales capacities to the 2020 market needs and complete our team with sales reps that can use digital communication tools to attract new prospects. Your focus will be to continue our growth in sales of our robot, across a wide range of customers from sports clubs, municipalities to schools and universities.

The world's first autonomous line marking robot #coolestrobotever

Turf Tank is the company behind the world's first autonomous line marking robot for sports fields, the Turf Tank One. Over the past years, we have seen strong growth across the globe. The combination of our unique technology and working closely together as a high performing team, is the key to our current success and plan for future growth. At Turf Tank, you will get to play a central role in our team of 30 people, while building an amazing career for yourself. Our corporate culture is very entrepreneurial and fun. We focus on implementing world class tools, systems and practices, in order to realize our growth ambition.

- Location: Copenhagen, Denmark
- Remuneration: Based on qualifications
- Send application to jobdk@turf-tank.com, mark your mail "Inside sales rep" in subject field. For questions, contact: Jesper Larsen +45 60 20 29 28

Responsibilities

- Develop an online sales strategy and plan sales activities to achieve company's growth objectives
- Identify and contact potential customers for business opportunities
- Create attractive product presentations that convince the prospects about the benefits of our product
- Communicate with potential customers via different channels: phone, email, messenger, video calls
- Perform convincing online presentations through video calls, by sharing materials online and recording live product demos
- Update customer database with contact details and interest information from prospective customers
- Respond to customer queries promptly and professionally and ensure customer satisfaction.

Candidate profile:

- Experience with sales, preferably outbound cold canvas
- Excellent selling, communication and negotiation skills
- Capacity to combine multimedia elements to deliver online sales pitches as if you were in a face-to-face interaction
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Tech savvy, familiar with MS office and online communication (e.g: Zoom)
- Familiar with CRM systems (Hubspot)
- Proficiency in English, and any of the following languages will be considered an advantage: Dutch, German, French, Spanish, Italian, Chinese
- Passion for the sports industry is a plus
- A real team player, with full dedication to build our fast-growing robotics company

What we offer

A challenging experience where you will manage your own projects and responsibilities from day one. We can together find the right mix of tasks to suit both your interests and passions and also the company's needs. You will get the chance to improve your skills and grow together with our team, while working with some of the most amazing sport facilities and clubs in the world.