

DESOTEC – Internal Sales Italy

Internal Sales - Italy

Are you passionate about sales, customer relationships, and making a real impact? Do you enjoy managing orders, providing expert advice, and ensuring smooth collaboration between customers and internal teams? Then you might be the Internal Sales Representative we're looking for!

At DESOTEC, you'll be the first point of contact for our Italian-speaking customers, following up on quotations, managing sales orders, and building strong relationships. You'll also work closely with colleagues from logistics and external sales to ensure top-notch service.

Sounds like your kind of challenge? Join our mission for a cleaner planet!

Who is DESOTEC?

DESOTEC is an international environmental services company that helps protect the planet with **sustainable mobile filtration solutions** for the purification of liquids and gases.

We have **approximately 450 employees, united in Generation D.**, who are all committed to helping protect the planet by driving positive ecological change across all industries.

Private equity funds managed by **Blackstone** acquired DESOTEC in 2021.

What do you do as Internal Sales Italy at DESOTEC?

- You are the first line contact person for our (potential) B2B customers in Italy, both in speaking and in writing,
- You handle new (commercial) requests and create quotations,
- You create orders in our ERP package (Navision - in the future: Microsoft Dynamics),
- You follow up on customers and prospects via our CRM system (Salesforce),
- You work with our Sales Engineers by providing administrative and commercial support.

What does your team look like as Internal Sales Italy?

As Internal Sales for Italy, you will become the 18th member of our fantastic team of internal sales colleagues. This team consists of colleagues focusing on various regions and countries in Western Europe, including two colleagues specifically responsible for Italy. Additionally, you will be in close contact with your external sales colleagues in Italy. You will report to the Customer Service Manager EU.

Who are you as Internal Sales Italy at DESOTEC?

- You have a bachelor's degree,
- You speak and write Italian fluently and communicate excellently in English. Additional language skills (Dutch, Spanish, French, German, Scandinavian language, ...) are considered a plus.

- You have experience with ERP and CRM systems.
- You have strong commercial, administrative and organizational skills.
- You have a healthy interest in all things technical and sustainable.

If you can't tick off all the boxes, but you do recognize yourself in our three core values **Teamwork**, **Excellence** and **Devotion**, then we definitely invite you to take a chance and apply!

What's in it for you?

It goes without saying that you get a lot in return in exchange for your unbridled dedication and enthusiasm:

- **A competitive salary** – We guarantee you a (more than) competitive base salary, depending on your experience.
- **Fringe benefits** – To optimize your salary package, you can count on a smartphone with subscription and a laptop for professional use.
- **Discounts through partnerships** –As part of the Blackstone group, all internal DESOTEC employees also enjoy discounts on BRE-Hotels (a collection of Blackstone-owned hotels and resorts).
- **Work-life-balance / hybrid working** – You work during flexible hours and get the freedom to spend 2 days a week in your home office after a training period.
- **Time off to schedule freely** – At DESOTEC there is no collective closure. You enjoy 22 paid vacation days, 32 hours ex festivity and the option to take 10 extra unpaid vacation days.
- **Personal & professional growth** – You will have every opportunity to immerse yourself in your new role, but also to grow personally and professionally through an extensive range of training courses.
- **Fun and relaxation** – You will regularly be invited to one of the many afterworks and other fun activities. Each team also gets a team building budget – it's up to you how you spend it!

Our purpose and mission?

At DESOTEC, we are committed to building a **cleaner, greener world for all**. We strive to helping protect the planet by driving positive ecological change across all industries. Witness our mission with your own eyes in the DESOTEC [purpose movie](#).

Curious to find out more about your potential future employer? Check out www.desotec.com and follow us on LinkedIn, Facebook and Instagram via @DESOTEC.

<https://www.desotec.com/en>