

# Customer Success Manager

## Start up in a valuation of industrial machinery

Valorex is the leading digital valuation tool for Industrial Equipment providing a fast, accurate, cost effective fair market price using our algorithm developed by industry experts, including some of the largest equipment marketplaces. Whether you are looking to buy, sell, lease, auction, insure or value you will know how hard it is to do yet how beneficial it would be.

We are an international, web focused team underpinned by talented individuals from 4 different European countries. Our strongest asset is our people and we are always looking for talented and creative people to join us, integrate into our team environment and continue to improve our company and its offering.

1. An international experience no matter your age
2. A will to achieve concrete results and to enjoy challenges
3. A benevolent and outspoken approach to teamwork.

### Location

Prague, CZ



### Department

Sales team



### Languages

English



## Position Overview

We are looking for an additional full-time member for our sales team based in our office in Prague. You will be in charge of onboarding new clients, help them solve their problems in the system but also collect their feedbacks and suggestions.

## Key responsibilities

- Take over the customer relationship once the Sales Team has converted them:
  - Customer Goal achievement
  - Product presentation
  - Extend the sales
- Focus on:
  - Customer retention
  - Products benefits
  - Long time-scales
  - High customer commitment
  - Problem solving

## Experience and Qualifications

- BA (Hons) in Business
- Empathy, customer service, quality focus
- Good organisational skills with a detail orientated approach
- Fluent **English**

## Benefits

- Competitive salary
- Well-equipped office in Prague
- International working environment
- Flexitime and home-working
- 27 days annual holiday
- Targeted training and clear career progression

## How to apply?

Please **send your application** (CV and email with availability) to

[recruit@valorex.com](mailto:recruit@valorex.com)