

Sales 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 developing relationships with prospects, convert new customers, collaborate on their success and give relevant insights to the Marketing team.

Key responsibilities

- Develop the Sales on 3 different types of client
 - Repeat sales on “one shot” customers
 - Develop the credit based clientele (mainly Dealers of used machinery)
 - Boost the API subscription to larger corporations (mainly auctioneers, banks and insurances)
- Participate actively in developing Sales tools for the Team and give useful insights to the Marketing Team.

Experience and Qualifications

- BA (Hons) in Business
- A few years of experience in B2B Sales
- Customers relationship management
- Open to new startup ways of selling services
- 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