

Inside Sales Manager

Bilingual (Dutch/French) that reports to the Commercial Director

WHAT IS EDENRED ?

Edenred is a pioneer, a tech leader and the everyday companion for people at work across more than 46 countries. Our 10,000 employees are committed to making the world of work a better place for all, one that is safer, more efficient, and more user-friendly. At Edenred, our passion for customers, respect, imagination, simplicity, and entrepreneurial spirit are our values. For anyone who needs to vibe in their professional life, we are the best place for you to work and grow.

In 2021, thanks to its global technology assets, the Group managed close to €30 billion in business volume, primarily carried out via mobile applications, online platforms, and cards. Edenred is listed on the Euronext Paris stock exchange and included in the following indices: CAC Next 20, CAC Large 60, Euronext 100, FTSE4Good and MSCI Europe.

YOU WILL VIBE WITH US

The Inside Sales Manager will be in charge of:

- Managing 2 team leaders (planning, coaching, ...) with each a team of 7 pers.
- Work closely with marketing to define campaigning and leadgen
- Support Brussels & Antwerp offices (inside sales resources distributed between the 2 sites)
- Drive and improve the productivity, adequate sales efficiency and consolidate business vision (manage pipeline evolution, conversion ratio, ..)
- Develop the team members with the right level of knowledge and required skills to create a strong salesforce with the right commercial mindset & customer centric approach
- Ensure a good collaboration with the different stakeholders
- Drive as a leader the sales results by focusing on quantitative and qualitative targets
- Build and lead the action plan, draw the Business Review, Report to the management

WE WILL VIBE WITH YOU

You have:

- Academic Bachelor
- Proven experience as an Inside Sales Leader
- Excellent sales & people management skills
- Good communication and negotiation skills
- Bilingual (Dutch/French, English is an asset)
- Strong coaching, analytical and problem-solving skills
- Adaptability, result oriented, dynamic, enthusiastic, punctual, communicative, empathic

EXPECTED START DATE

As soon as possible

OTHER DETAILS

- Location: Brussels & Antwerp offices

Stuur uw cv en motivatiebrief via e-mail naar bart.verbeeck@edenred.com