

## Inside Sales Representative with German (Jr/Mid)

### About Wolters Kluwer

Wolters Kluwer (AEX: WKL) is a leading global provider of information, software, and services for professionals. We serve customers in more than 180 countries, operating through four divisions: Health; Tax & Accounting; Governance, Risk & Compliance; and Legal & Regulatory. The Company is committed to helping professionals improve the way they do business and solve complex problems with confidence in an ever-changing world.

Wolters Kluwer reported 2020 annual revenues of €4.6 billion, employs over 19,000 people worldwide and maintains operations in over 40 countries. The company is headquartered in Alphen aan den Rijn, the Netherlands.

### Job Description

For our offices in Cluj Napoca - Romania, we are looking for a highly motivated individual with strong work ethic to join the inside sales team reporting to the Director of Sales and Business Development, EMEA.

The Inside Sales Executive is responsible for developing and qualifying new business leads within existing and new business accounts for all Wolters Kluwer products in the financial services industry.

### Responsibilities:

- Compile lists of prospective customers based on information from, ad inquiries, trade shows, direct mail responses, card deck leads, aged leads, dealer resellers, business directories, Internet Web sites, and other sources.
- Makes outbound calls to potential and existing customers in support of joint Marketing and Sales campaigns by telephone and e-mail to qualify leads and sell products and services.
- Handles inbound inquiries (phone/mail/web) to qualify and convert calls into sales leads.
- Timely follow-up to all leads and qualifying each prospect accurately and to the highest standard.
- Send appropriate product information and track progress of all leads within assigned sales managers and Director of Sales and Business Development, EMEA.
- After qualifying leads, communicate lead information (pain/compelling event, buying process/timeline, decision makers, buying vision, etc.) to the business.
- Compile and maintains CRM database (SalesForce.com) to support all activity and campaigns.
- Builds and maintains customers/network relationships.
- Works with outside sales representatives to keep account activities up to date.

## Qualifications:

- 1 - 5 years of experience in a sales/ telesales role
- Should have experience/understanding and genuine interest in financial services (Risk, Regulatory Reporting and Finance will be advantageous).
- Impeccable and engaging telephone manner.
- Excellent negotiation and influencing skills.
- Excellent German and English verbal and written communication skills.
- Excellent interpersonal skills.
- Experience with Salesforce.com or similar CRM system is a plus
- Knowledge of Scandinavian languages is a plus

## Personal skills:

- Attention to detail.
- Punctual
- Passionate and results-driven
- Good interpersonal skills

## Our Offer

Wolters Kluwer is a fast-growing company whose philosophy is based on a balanced combination of work and leisure activities. We offer you a team-based international organization with straightforward communication, a fast-paced work environment with challenging projects and interesting career opportunities, and a competitive salary package with extra benefits.



Wolters Kluwer  
Regulatory reporting  
system of the year

