



Ваш надійний помічник

# Internal Sales Specialist

📍 Львів,

Компанія: Dialog Semiconductor

Рубрики: [ІТ, WEB фахівці](#), [Торгівля, продажі](#), [закупівлі](#)

## Побажання до співробітника

Освіта:	повна вища
Досвід роботи:	від року
Графік роботи:	вільний графік роботи

## Опис вакансії

**Dialog Semiconductor** is a high-tech company that is looking for a person with strong analytic and communication skills responsible for working with direct sales, FAEs, representative partners and our EMEA distributor to ensure follow up on all internal sales activities to maximise the teams effectiveness and success.

### Duties:

- Handle all quoting activities for the EMEA region (provide quotes to distributors and reps, work with product line managers to provide any special pricing to distributors and reps)
- Sales reps coordination (arranging trainings on Salesforce CRM and Dialog processes to our rep partners; providing samples and development tools; attending monthly rep calls with active participation and follow up; managing the transfer and tracking of all EMEA business in other regions; ensure that rep partners are providing forecast information for all opportunities in a timely manner)
- Manage reporting and distribution of EMEA POS reports for revenue and sales analysis monthly
- Introduce new products (releasing new parts to distributors and rep partners)
- Internal activities (reporting in Salesforce CRM, meeting coordination, leads reports sending to reps and tracking progress on follow up)
- Be open to deal with new activities as necessary

### Qualifications:

- Master or Bachelor degree
- 1+ year of working in internal sales with rep partners and distributors will be a plus
- Strong analytic and organization skills
- Excellent verbal and written communication skill in English
- Excellent knowledge of Microsoft Office (understanding of macros, formulas, templates)
- Be able to work with new software after short-time learning
- CRM, ERP system managing will be a preference
- Knowledgeable in pricing strategies and market analysis
- Must be a team player able to work in a fast-paced environment independently
- Be structured and be able to work effectively without supervision
- Willing to travel if needed on an ad hoc basis for EMEA staff meetings
- Be able to deal with stressful situations (sales department require staff to be highly creative problem solvers who can work under the pressure of deadlines and find problem solutions without previous experience of dealing with specific issues)

Please submit your CV only in English.

## Контактна інформація

Телефон: +38 (032) 232-80-53

Контактна особа: Andriana