

# Inside Sales Representative (Hungarian market)

## Job description

Due to the further expansion of 123cargo online Freight Exchange Market Place, we are looking for an **Inside Sales Representative** with native **Hungarian**.

The selected person will be an essential part of the Sales Team, responsible for the acquisition of new customers, as well as the retention of existing customers for the Hungarian market. You will identify qualified opportunities, initiate the sales process, and provide an excellent customer experience. If you are passionate about customer contact and sales, take this position as an opportunity to be part of a fast-growing company where you can enhance your skills, all in a dynamic and international environment.

## Your Role

- You actively conduct lead generation by making incoming and outgoing calls to maximize market exposure and you identify opportunities, whilst ensuring appropriate follow up and qualification of prospects/leads;
- Regular communication with customers, ensuring the frequent and right use of the Freight Exchange platform;
- You maintain an excellent customer relationship to guarantee retention, avoiding customer churn;
- You will track all relevant activity in CRM (including call activity, lead qualification details, lead pipeline, opportunity pipeline, etc.);
- You collaborate with your team and other departments to share best practices

## We offer

- A detailed training to make you familiar with the Alpega tools and content.
- An excellent career opportunity at a leading player in transportation management software based in Budapest 11<sup>th</sup> district, with a mission to create a better world through transport collaboration.
- A work environment where self-management and being proactive is key.
- Multiple tasks that you will own: lead generation and qualification, incoming and outgoing calls with prospects
- The possibility to work in a team in office but also to home-work independently, especially in the current circumstances.
- A fast paced industry with high volume and lots of growth potential.

## Requirements

- You have 2 years of experience working in a commercial department;
- You are native Hungarian, and have a good command of English;

- You are client focused with strong communication, persuasion and negotiation skills;
- Cold calling, prospecting, and closing deals are in your Sales DNA;
- You have good knowledge of Excel, Word and Outlook, and ideally a first CRM experience;
- You are self-driven, passionate and a strong team player;
- You thrive in a dynamic, fast-paced and changing environment.
- Previous experience in the logistics/transportation market is a nice to have.