

Inside Sales person – To work in our Finnish location in Tampere

PDSVision is a Northern European IT provider of solutions and services directed mainly towards research and development, production and spare-part challenges. In other words, PDSVision is a complete supplier of solutions for product life cycle management and computer aided design. PDSVision employs more than 80 professionals in Sweden, Norway, Finland, Denmark, Germany and the UK. The company is under continuous growth and that is the reason why we are looking for talented people who can help us to support our customers in a long-term relationship. We have an open-minded corporate culture where we care for and help each other.

We Are Looking for Co-Workers

The role of an inside sales person, is to help PDSVision's Finnish customers optimize their use of the products and services we provide, as well as sell more solutions. You will work within a team of sales and technical personnel, located at our Tampere office in Kalevantie 2, just in the city center. This is a position where you will contact mainly our existing customer base, and help account managers in their daily work.

The tasks are varied and involve everything from solving problems independently to receiving the help of our experts. In the long term we expect you to grow into a role of Account Manager taking care of named accounts.

For example, you will:

- Be responsible for selling training to our existing customers
- Be responsible for taking care of renewal sales to our existing customers
- Take full responsibility of our KeyShot sales
- Invite people to events we organize

Development Opportunities

The first couple of years you will follow a clear training plan with assignments that are positioned on getting you introduced to the industry and the PDSVision customer base. On your way to becoming an Account Manager, you will need the knowledge of our vast portfolio of products. As part of our team, you never work with just one customer at a time, which means we face many types of issues, and problem-solving skills are required. This results in fast competency advancement and we always strive to be the best at what we do.

Since the company is continuously growing, there are good opportunities to eventually move on to other roles within the organization. By working hard and efficiently with assignments, as well as your own development, you will become more and more independent and will be able to grow into other roles.

Qualifications and Experience

Just like your future colleagues at PDSVision, we see that you have a strong sense of service and are social, optimistic, open and communicative. Above all, you are an ambitious team player full of drive and dedication. In addition, you must have a bachelor's degree in Business Administration or equivalent. Furthermore, you have excellent communication skills in English, both verbally as well as in writing as we communicate with customers and colleagues in other countries daily.

Excellent English is mandatory for the job.

It is meriting if you have experience of:

- Sales in general 1-3 years
- Use of MS Office Tools
- Understanding basics when it comes to computers

If you are a fast learner and take initiative to solve problems, there will be no problems with your education and training with us. You will also have great opportunities for further education in the areas you wish.

Other Information

Working Hours and Employment

Full-time probation period for 6 months to move over to a permanent employment.

Salary

According to agreement.

Submit your application immediately, as interviews are ongoing.

Questions regarding the position can be answered by **jani.vakkari +358 40 861 5571**