

io-consultants provides integrated consulting, design and planning services for production, logistics and supply chain management, as well as for architecture and IT projects. Since our launch in 1958, we, as a lead consultant, have been helping clients with a wide range of tasks in the supply and value chain, from developing ideas into strategies to implementing complex industry projects.

At io-consultants, experienced specialists work in interdisciplinary teams. Together they create customized solutions and processes according to the specific requirements of each client. We call it: United to perform! The results are reliable, productive and efficient solutions that lead to measurable success.

With more than 280 employees, io-consultants is one of the leading technical consulting and planning companies at your service in eight locations across the world. Besides the headquarters in Heidelberg (Germany), the company has subsidiaries in Munich, Leonberg, Berlin, Bethlehem (PA, USA), Singapore, Dubai and Hong Kong.

Pre-Sales Consultant

We are looking for an addition to our US sales team in the Bethlehem, PA office to support our efforts in enriching existing client relationships and support us in developing new contacts and leads. Your primary focus will be to connect with potential new clients, identify the appropriate contact and convey an overview of our capabilities and service offering. This goal will be achieved primarily through extensive phone work.

Functions and responsibilities

- Perform market research to identify potential clients
- Initiate contact and establish new client relationships especially via phone
- Strengthen contacts with existing clients
- Analyze the clients' need and identify opportunities and future potential of sale
- Coordinate and prepare sales meetings
- Prepare and send marketing material
- Participate in tradeshow and coordinate strategies for lead follow-up after trade shows
- Coordinate closely with project and sales team
- Track sales activities through Microsoft CRM

Requirements

- Prior experience in sales and especially in phone sales
- Positive attitude and eagerness for sales success
- Excellent service orientation and communication skills
- Enjoy engaging with new people
- Good ability to learn technical aspects and an understanding of supply chain management and logistics
- Excellent English skills both spoken and written
- Self-motivated, reliable and highly structured approach to work
- Team worker who works well under pressure and adapting to new challenges
- MS Office and Microsoft CRM
- Visa sponsorships are not available for this position

Opportunities

At io-consultants we are offering you a challenging and exciting position within our sales team working to improve our market position in a growing industry. You will find a comfortable work environment with a modern open plan office setting. io-consultants is offering a competitive salary package combined with company benefits and an individual training program.

Did we spark your interest? We are looking forward to receiving your resume and a cover letter describing why you are the right fit for this position.

Please send your [online application](#) to Krystyna Pfeifer, quoting reference number #00585.

