

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

At io-consultants, our experienced specialists work in interdisciplinary teams. Together we create solutions and processes customized 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 lasting successes.

With more than 350 employees, io-consultants is one of the leading technical consulting and planning companies in the industry. We deliver these services from eight different locations across the world. From our headquarters in Heidelberg (Germany), to Munich, Leonberg, Berlin, Singapore, Dubai, Hong Kong, and Bethlehem (PA, USA), io-consultants is a constant presence in the lead consulting industry around the world.

Pre-Sales Consultant

We are looking to add to our US sales team in our Bethlehem, PA office. Your primary role will be to support our efforts in enhancing our existing client relationships and connecting with potential new clients, by identifying the appropriate contact, and being able to convey an overview of our capabilities and services. The majority of your work in creating and developing these relationships will be conducted over the phone.

Functions and Responsibilities

- Perform market research to identify potential clients
- Initiate contact and establish new client relationships, typically via phone
- Strengthen contacts with existing clients
- Analyze the clients' need and identify opportunities and future sales potential
- Coordinate and prepare sales meetings
- Prepare and send marketing materials
- Participate in trade shows 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
- Enjoy engaging with new people
- Self-motivated, reliable and highly structured approach to work
- Positive attitude and eagerness for sales success
- Excellent service orientation and communication skills
- Good ability to learn technical aspects and an understanding of supply chain management and logistics
- Excellent English skills both spoken and written
- 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 team working to provide customized business solutions to our clients. With us, you will find a comfortable work environment with a bright, modern open floorplan office. We offer a competitive salary package combined with company benefits and an individual training program.

If you would like to join our team, please submit your resume and a cover letter describing why you are the right fit for this position, and our team.

Please send your [online application](#) to Krystyna Pfeifer using job reference number #00585

