



Job Title: **Inside Sales Representative EMEA**

Location: Newport, Wales

UniPrint.net pioneered the use of software-based universal printer driver technology. With customers in over 70 countries, our award-winning and patented suite of products provides a comprehensive printing solution for IT environments operating in the Public, Private or Hybrid cloud. Today, we are the recognized leader in printing virtualization. At UniPrint.net, we innovate to bring the right solutions to our clients. Our mission is to develop printing solutions that act as the enabler for Digital Transformation that best fit our clients' business needs, and that has been the key to our continued success.

UniPrint.net is looking for a motivated, experienced **Inside Sales Representative** in our Newport office, responsible for providing prompt, courteous and knowledgeable service to clients and customers. He or she is expected to meet and exceed personal sales objectives by pursuing customers and developing a network of contacts through which prospective customers are obtained, thus leading to future sales. As a UniPrint.net Inside Sales Representative, his/her role will be to exemplify our brand image as an ambassador, and provide positive brand experiences to all customers.

Primary duties include:

- Checking Sales Database daily for new web downloads, researching prospects and following up proactively
- Check Sales Box and reply to all enquiries relating to EMEA within the same working day
- Respond to Distributors/Resellers requests for pricing, quotes & general enquiries
- Ensure pipeline is updated daily to reflect progress on all active opportunities
- Prepare renewal quotes for EMEA customers; a minimum of 3 months in advance and pass on to relevant Distributors/Partners
- Process any new PO's received and Invoice Distributor/Partner
- Add any new opportunities into the CRM system accurately
- Actively take part in online Demo's
- Work with Partners to research, categorise and follow up with all Leads generated from trade shows accurately recording any progress into our CRM system
- Onsite Partner/Customer visits
- Maintain accurate records of all sales activity throughout the sales cycle into the CRM system

Required Skills and Experience

- 2-3 years of prior sales experience
- Accurate pipeline and forecasting management, excellent account management skills, and a strong desire to ensure customer success
- Experience successfully selling into a competitive marketplace
- Excellent communication skills
- A self-starter with a proven track record of success within a sales focused environment
- Ability to work within a high-energy sales team
- Positive and energetic phone skills, excellent listening skills and strong writing skills
- Proficient with standard corporate productivity tools (CRM solutions, MS Office)
- Strong technical knowledge preferred but not essential

Qualified applicants should submit their CV to careers@uniprint.net. Please reference job title

Inside Sales Representative EMEA in the subject title. While we sincerely appreciate all applications, only those candidates selected for interview will be contacted.