

Vacancy: Inside Sales Representative (Italian-English)

 **Location:** Merchtem, Belgium

 **Full-time | Permanent contract after interim period**

 **Start: As soon as possible**

Are you customer-oriented, technically minded, and fluent in **Italian and English**? Then you might be the Inside Sales Representative we are looking for at **Anyseals** – a dynamic and international supplier of sealing solutions, located in **Merchtem**.

Your Role

As an **Inside Sales Representative**, you are responsible for providing excellent service and commercial support to customers in a specific region. You work hand in hand with the External Sales Representative and help strengthen customer relationships, drive sales growth, and promote the use of our digital tools.

Key product: sealing.

Key areas: Italie.

Key responsibilities:

- Open new customer accounts (approx. 30%) and grow business with existing customers (approx. 70%)
- Prepare accurate offers and price calculations
- Enter and follow up on orders; (encourage use of our APSOPARTS)
- Actively manage your accounts via phone and email, with a focus on cross-selling and digital migration
- Maintain and update customer data in the internal system (Performis)
- Understand customer needs, market context, product applications, and competitors
- Be the main point of contact for customer inquiries, complaints, and support
- Identify and close commercial opportunities
- Report on sales projects and progress in close collaboration with External Sales
- Contribute to the team with flexibility and a hands-on attitude

Your Profile

- You have a **technical and/or commercial background**
- You have **at least 4 years of B2B sales experience**, preferably with technical products
- You are fluent in **Italian** and **English** (spoken and written)
- Strong skills in **Excel** and general IT tools
- Excellent communication and interpersonal skills
- You are proactive, persuasive, structured, and a true team player
- Able to multitask and work under pressure in a small but ambitious team

What We Offer

- A **permanent contract** after a successful interim period
- A **competitive salary package**
- Opportunities for **personal development and training**
- A key position in a **growing international company**
- A positive and professional work environment at our **Merchtem office**

About anyseals

anyseals is an international specialist in high-quality sealing solutions. With a strong focus on quality, innovation, and customer orientation, we support companies across a wide range of industries worldwide. At Anyseals, you will join a dynamic environment where expertise, collaboration, and growth are key.

Our team in Merchtem is growing – and we'd love to have you on board!