



For our office in the Netherlands  
we are looking for a:

### **Lead/Marketing Specialist (m/f) Multi B2B Software**

#### **Work at the all-round talent company for green software solutions**

With our online software EcoWebDesk we are the leading software solution provider for occupational safety, environmental management and sustainability. EcoWebDesk supports companies in managing all processes and tasks in the Health, Safety & Environment (HSE) field conveniently and in complying with legal requirements. The comprehensive modules and functionalities as well as linking them to one another makes our software unique. Our customers comprise medium-sized industrial enterprises as well as globally acting corporations. A dynamic team of more than 150 employees works at the headquarter in Berlin. Further offices are located in Bavaria, Lower Saxony, Austria, the Netherlands, Finland and in the USA.

#### **Your tasks**

- Primarily acquire new customers in the Medium and Large Enterprise Business within the Dutch market
- Submit quotations as well as conduct negotiations until conclusion of contract
- Assist in market observations, development of sales strategies and marketing activities • Conduct presentations and participate in roadshows and fairs
- Maintain our CRM system and regular reporting to our Head of International Business Development

#### **Your package**

- Unsaturated market environment with growing demand
- Support by efficient marketing as well as lead development specialists for lead generation
- Attractive compensation through fixed salary and transparent variable bonus payment after receipt of order without any cap
- Corporate credit card and a mobile office equipment
- Structured training by experienced colleagues as well as advanced training and career prospects
- Flat hierarchies with open doors and a relaxed, but professional work climate
- Regular team events and special attention to work-life balance (flexible working hours e.t.c.)

#### **Your qualifications**

- Professional experience in the direct selling of SaaS-software products that require explanation for the B2B market
- Affinity for technology and interest in occupational safety, sustainability and environmental protection
- Empathy and the skill to present complex issues comprehensibly • Sound argumentation, ability to present business software online and on site and negotiation skills
- Being fluent in Dutch is a must, good English skills are an advantage
- Mobility and willingness to travel within the Dutch market (usually 1-2 days/week)

If you want to make the world a little bit safer and know more about environmental protection, occupational

safety and sustainability, we are the right place for you!  
Find out who we are and how we work at YouTube and  
[www.quentic.de/careers](http://www.quentic.de/careers).

## What we offer



Responsibility  
and fun



Prospects



Work-life balance



Compensation  
and benefits

## Awards and accolades



## Applications and contact

Feel free to contact Sina Walter, HR Specialist, for further questions.

Send your application to [hr@ecointense.com](mailto:hr@ecointense.com) including the earliest date you could start working and your salary expectations.



Gregor Stellnberger  
Customer Support Engineer

[hr@quentic.com](mailto:hr@quentic.com)  
+43 1234 567 8910 11

Apply now

Quentic GmbH · Schreiberhauer Str. 30 · 10317 Berlin