

ZutaCore is looking for new talent to join the Integration team. **ZutaCore** is a fast-growing, well-funded private company that develops waterless, direct-on-chip, two-phase liquid cooling systems for the booming data center market. We work with an ecosystem of leaders across the global data center value chain to enable a sustainable digital transformation.

We invite you to join our purpose-driven culture of passion, optimism and caring about our customers and each other.

- We are bound by a shared vision
- We are committed to the highest quality standards for all our products and services
- We consistently provide the best service in our industry
- We believe everything is possible
- We play as one, and we are all a part of a winning team
- We take action and responsibility

Job description

Title:	Inside Sales Representative
Scope:	Full-time
Location:	Europe
Travel:	Moderate international travel

Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects

Qualifications & Experiences

- Proven inside sales experience
- Track record of over-achieving quota
- Strong phone presence and experience
- Proficient with corporate productivity and web presentation tools
- Experience working with any CRM program
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent
- High level English is a must, German and France is a plus

Contact Details:

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