



ZutaCore is looking for a talented, ambitious team-player, to join our Sales team. We are a fast-growing, well-funded, private company that develops waterless, direct-on-chip, two-phase liquid cooling systems for the soaring data center market (and beyond). We are working with an ecosystem consisting of some of the world's leading brands in the data center value chain, enabling them to reach a more 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 of our products and services
- We consistently providing the best service and support to our customers
- We believe anything is possible
- We play as one, and we are all a part of a winning team
- We act fast, and believe in accountability

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

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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

Please submit resume to:

claudio.cossu@zuta-core.com