

## JOB OFFER

### Junior Inside Sales

Are you passionate about sales and technology? Are you looking for a part-time job or internship that allows you to combine your technical knowledge with your sales skills? Look no further!

#### About MingoThings international (MTi):

We are a leading technological solutions' integrator with a global presence through an extensive international network. Collaborating with an esteemed engineering company, we are on the lookout for a dynamic Junior Inside Sales professional to drive our sales growth and achieve remarkable success. 🌐👛

#### Position Overview:

As a Junior Inside Sales representative at MTi, you will play a crucial role in engaging potential clients and ensuring they have a comprehensive understanding of the exceptional services and products we offer. Our consultancy is partnered with various international organizations in diverse industries such as smart cities, industry, education, transports, and more, providing you with a chance to work on a wide array of exciting projects.



#### Key Responsibilities:

Working in direct contact with our clients and partners, your responsibilities will encompass a range of tasks, evolving over time. Your main duties will include:

- Identifying and qualifying potential leads through effective research, prospecting, and lead generation techniques. 🔍🎯
- Engaging prospects through various communication channels, including phone calls, emails, and social media. 📞✉️📱
- Conducting comprehensive needs assessments and product demonstrations to highlight the unique value propositions of our diverse product range. 💡🔧👛
- Collaborating with the sales and engineering teams to provide technical expertise and support during the sales process. 🤝🔧💻
- Responding to inbound inquiries promptly, providing information, answering questions, and scheduling product demonstrations. 📧❓📅
- Monitoring industry trends, competitive landscape, and customer feedback to continuously improve our sales approach and product positioning. 📈👤👤
- Defining and segmenting target audiences, collaborating with marketing teams to develop clear technical communications for both technical and non-technical audiences. 🎯👤🗣️
- Supporting the sales team in events, exhibitions, webinars, and other promotional activities. 🎉👤📅
- Striving to meet or exceed monthly and quarterly sales targets and performance metrics. 🏆📊
- Keeping abreast of IoT technology, industry trends, and competitive landscape to stay ahead in the market. 📡🚀🌐

### Ideal Profile:

- Excellent spoken, written, and reading skills in English and Spanish; proficiency in any additional language would be a plus.
- Ability to collaborate and set up sales processes from prospecting to deal qualification.
- Qualifications within Electronics, Electrical Engineering, Computer Science, or relevant experience in these industries would be advantageous.
- Strong telephone manners and computer literacy.
- Prior experience as a sales representative, business developer, field salesperson, or sales engineer, preferably in the B2B and SaaS sector, will be highly beneficial.
- Capability to incorporate tools for automating reporting and customer discovery.
- Ability to work in a team and compile proposals within tender schedule constraints.
- You are based in Barcelona or willing to relocate.

### About Mingothings international

At MTi, you will join a small, young and dynamic team to take on new challenges and develop the company in the best way. This experience offers a unique opportunity to witness the inner workings of a small company while engaging in a diverse range of tasks. We strongly believe in the power of imagination, recognizing its equal importance alongside expertise, and we cherish the value of instinct as much as experience. Our organizational structure fosters a culture without strict hierarchies, emphasizing collaboration, creativity, and a passion for innovation

If, like us, you value openness, personality and challenge, then you'll fit right in! 🚀☀️