

# ➤ INSIDE SEGMENT SPECIALIST



## What we are looking for:

A talented and competitive Sales Segment Specialist that thrives in a quick sales cycle environment.

Proven inside sales experience.

Track record of over-achieving quota.

Possibility to attend (International) trade shows when the opportunity arises.

Strong phone presence and experience dialing dozens of calls per day.

Proficient with corporate productivity and web presentation tools.

Experience working with Salesforce.com or similar CRM.

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.



## **Duties and areas of responsibilities:**

Playing a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives.

Being comfortable making dozens of calls per day, working with channel partners, generating interest, qualifying prospects and closing sales.

Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails.

Understanding customer needs and requirements.

Routing qualified opportunities to the appropriate Country Manager for further development and closure.

Researching accounts, identify key players and generate interest.

Maintaining and expanding your database of prospects within your assigned territory.

Team with channel partners to build pipeline and close deals.

Performing effective online demos to prospects.

# > ABOUT M+A MATTING



M+A Matting is a leading manufacturer of rubber-backed floor mats, recognized for our commitment to quality and exceptional customer service.

We are dedicated to enhancing safety, cleanliness, and comfort in workplaces and businesses around the world.

Our extensive product range includes entrance mats, logo mats, anti-fatigue mats, and specialty matting solutions.

Join us as we continue to innovate and provide outstanding matting solutions.

## **MANUFACTURING LOCATIONS**

Ronse (BE)	LaGrange, GA (USA)
Fleurus (BE)	Dalton, GA (USA)
Caerphilly, Wales (UK)	Manchester (UK)

## **WEBSITES**

[www.mamatting.eu](http://www.mamatting.eu)  
[www.purplemustard.com](http://www.purplemustard.com)  
[www.motifmats.com](http://www.motifmats.com)





There are three principles that guide us daily through our decisions and for every mat that we produce:

DO THE RIGHT THING.  
DO WHAT IS BEST FOR THE CUSTOMER.  
DRIVE IMPROVEMENTS AND INNOVATION.



**Join the dynamic team at  
M+A Matting and play a  
pivotal role in revolutionizing  
the matting industry.**

**We offer a stimulating work  
environment, opportunities  
for growth, and the chance to  
make a meaningful impact.**



Meal  
vouchers



Extensive training  
opportunities



Bicycle  
allowance



13th  
month



20 vacation days  
+10 additional days off



Remote  
work possible



Up to +2 seniority  
days in your career



International  
group



Company  
laptop



Company cell phone  
and subscription



Questions about this job opening or want to apply?  
Contact Nathan: [ndesmet@mamatting.eu](mailto:ndesmet@mamatting.eu)