

## Recruiting

### For the Spanish office of RIB Software SE we are searching Inside Sales Representative

#### Job Summary

Our inside sales team drives our company to find new customers, retain current customers, working closely to our partners. As an inside sales representative, you will play a crucial role in establishing relationships and marketing our company's brand in a way that is positive, honest, and professional. Job is based in Madrid with some possible travelling abroad.

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#### Job Responsibilities:

- Deliver sales objectives through the management of inbound and outbound calls /mails from resellers, current customers and potential customers.
- Understand customer needs and requirements.
- Work with your team members to facilitate calls, manage workflow, and minimize hold times throughout the sales process.
- Enter data with high degree of accuracy and consistency into computer system.
- Maintain an organized workspace and properly file documents, updates, and product information so it is readily accessible for reference and to answer questions.
- Listen attentively to consumer questions and provide answers that are knowledgeable and insightful to encourage product sale.

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#### Job Skills & Qualifications Required:

- Track record of achieving targets.
- Excellent communication skills, both written and oral.
- Effective time management skills.
- Highly self-motivated with a desire to be successful.
- Skilful with multi-tasking, computer navigation, and typing.
- Proficient in Microsoft Office (Word, Excel, Outlook).
- Experience in inside sales and customer service.
- Fluent in English.
- Degree desirable.

Please, send English CV to [empleo@rib-software.es](mailto:empleo@rib-software.es)

Subject: Presto/ Inside Sales Representative.

One DIN-A4, no photo, no ID of age or gender.

## About RIB

RIB Software SE is the global leader of digital transformation for building and construction industries, providing the most cutting-edge software technologies and innovative working methods to increase industry productivity. RIB endeavours to be the best partner of building and construction enterprises for digitalization and transformation.

RIB Software SE has been the pioneer in construction innovation, exploring and bringing in new technology, new thinking and new working methods to enhance construction productivity. The company transfers digital transformation experience of other industries such as automotive industry to the building and construction industries. In the era of Industry 4.0, RIB has availed itself of the most modern technologies and created iTWO 4.0, the world's first cloud-based 5D BIM enterprise platform to digitalize and transform the industry.

RIB Spain is the Spanish subsidiary of RIB Software SE, with more than 38 years of experience in the construction industry and more than 40.000 users in Spain and other countries, RIB Spain develops and markets PRESTO the leading software in cost and time management oriented to BIM and the most widespread in Spanish-speaking countries.

With more than 30 offices and more than 1.000 employees, RIB is headquartered in Stuttgart, Germany and listed in Prime Standard Frankfurt Stock Exchange since 2011.

[www.rib-software.es](http://www.rib-software.es)