

Trio Mobil is one of the regional pioneers in Internet Of Things technology. Trio Mobil's new generation IoT solutions target manufacturing and retail industries with a one one stop shop approach. AI driven Industrial IoT platform helps customers to connect and orchestrate thousands of smart sensors with real time analytics.

As of 2021, Trio Mobil is one of the biggest players in the industry with a professional team of 150 people, more than 25,000 corporate customers, and more than 300,000 devices sold. In 2020 Trio Mobil opened its London office and additional representative offices in DACH Region, Italy, Sweden, Romania and Bulgaria in order to launch already proven solutions to Europe. We are committed to make Trio Mobil to be #1 in the Industrial IoT space globally. Join us as if you share our vision and want to be a part of this journey.

- Minimum Bachelor's Degree in reputable universities
- Newly graduate or maximum 2 years' of experience
- Targeting a successful sales career path in technology industry
- Willing to be a part of an expanding and successful International Sales team
- Open minded and eager to learn
- Target oriented, persistent and is always embracing a can-do attitude
- Excellent command of speaking and writing in **English and German is a must.**
- Knowledge of MS Office applications (MS Word, MS Excel and MS PowerPoint)
- Residing in Istanbul, or willing to relocate

### **Job Description:**

Reporting directly to Vice President of Sales, the Inside Sales Representative will be responsible for;

- Inbound and outbound sales/partnership opportunities
- Creating a data set of all potential leads (prospects), aligned with company expansion strategies
- Connecting with new potential customers/partners in targeted countries via all possible channels (mail automation, customized e-mails, LinkedIn messages, etc.)
- Organizing the communication between potential customers/partners, Territory Sales Managers and International Sales Director
- Actively updating Sales Automation tool

Application: [baris.cagirankaya@triomobil.com](mailto:baris.cagirankaya@triomobil.com)