

# JOB DESCRIPTION

## Sales Representative

### POSITION DETAILS

Department:	Sales - Europe
Location:	Hybrid or Remote
Position Reports To:	General Manager – Europe
Length of Contract:	Permanent

### ABOUT ALCHEMY

Alchemy was founded to help consumers and enterprises realise the full value of used technology so that we can help make buying a used smartphone, laptop or other technology an easy and reliable experience for all users.

Aside from the obvious economic benefits available to users, of buying used/refurbished technology, Alchemy also promotes the massive environmental benefits associated with the tech circular economy and, as a leader in this industry, Alchemy prides itself on our positive environmental impact by reducing electronic waste and ensuring that devices avoid burials and cremations; and are given the chance to be reincarnated.

Our focus on used tech trading generates rich and valuable data on device resale values, which our team of data analysts and industry experts use to advise our customers on future price projections and ultimately help to shape industry buy-back and recycling programs that continue to build the circular economy across the globe.

We only work with the world's leading tech and telco companies to jointly deliver solutions that result in consumer delight. We seek only the very best people to enable us to deliver our vision – if this is you, come and meet the Alchemists.

### ROLE DESCRIPTION

The Sales Representative will be integral to the European Sales team, focusing on the virtual management and growth of B2C sales within Central Europe. The successful candidate will have an appetite to join a fast-growing company with First Class global ambitions within the trade-in & second-hand technology business.

### KEY RESPONSIBILITIES

- Present, promote and sell Alchemy's products using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Grow customer activity by Line of Business (phones/tablets/computers and wearables)
- Monitor and report on performance using Alchemy's extensive in-house data analytics tools
- Establish, develop and maintain positive customer relationships
- Reach out to customer leads through phone and email
- Achieve agreed-upon sales targets and outcomes within a given timeframe
- Work closely with the wider European sales and customer service team

- Supply the team with reports on customer needs, problems, interests, and competitive activities
- Keep abreast of best practices and promotional trends
- Continuous improvement through feedback

**We Have:**

- An experienced, innovative bunch of people – leaders in their field - unparalleled in tech trade in solutions and remarketing
- Sophisticated partners and investors that give Alchemy a financial edge and credibility
- A creative and fun environment with great flexibility for the right candidate to make the role their own
- Outstanding technology platforms and solutions that are available globally to our customers
- A disruptive business model that makes Alchemy a compelling partner to customers and suppliers alike
- A winning attitude based on our ability to deliver and our appetite to do so

**You Have:**

- Fluent spoken and written English, a second language is a must
- Experience in sales and or business development on a local or international basis
- Strong understanding and technical ability to use up-to-date technology
- Strong excel skills – ability to use and or understand pivot tables
- Willing to learn and develop within the role
- Demonstrate leadership skills/team building & motivation skills
- Demonstrate administrative, organisation & communication skills
- Self-motivated with drive, enthusiasm and commitment
- Experience in B2C sales is a plus
- Ability to work well under pressure in a team environment essential
- Commitment to innovation, continuous improvement and excellence
- Empathy – awareness of people issues and ability to manage effectively in conjunction with HR

**Compensation:**

DOE

**Applications:**

Application's can be sent via e-mail to [recruitment.eu@alchemyglobalsolutions.com](mailto:recruitment.eu@alchemyglobalsolutions.com)

**Please note:** This role is advertised both internally and externally.