



## Inside Sales Representative - Job ID 00332433

Based in Budapest

**Honeywell** is the leader in gas detection, fire systems, personal protective equipment, building controls, home comfort and security, and scanning and mobility. Our products and solutions give customers the ability to capture more and better data faster and across a wireless landscape, improve productivity, safety, and security, drive better decision making, and reduce costs. We are at work in 150 million homes, 10 million buildings, 5,000 industrial facilities, and hundreds of gas and electric utilities worldwide. **People are our ultimate differentiator.** Bring your passion to a fast paced and professional work atmosphere.

### Are you curious about what this role implies?

- Sell potable water, hydronic heating and HVAC product line for projects through identifying project opportunities, prepare quotations in co-operation with field sales team, selling for small and mid size projects.
- Maintain and develop relationship mainly with installers, support sales activities of field sales team in order to improve Trade sales
- Contribute to the execution of the business plan
- Contribute in development of the sales strategy to grow trade business in compliance with the corporate policy from which a business plan is conducted.
- Support the sales activities within the E&ES Trade product portfolio, define priorities. Maintain CRM database of accounts, contacts, and projects.
- Report periodically on the progress and results. Follow, and if necessary improve processes.
- Identification of new sales opportunities for projects
- Maintain relationship with already contacted companies and build up relations with new customers using project information database.
- Participate in different marketing actions, conferences, sales promotions etc.

### Then you should have:

- Preferably at least Bachelor degree related to the industry
- Preferably at least three years sales experience especially project and/or trade sales preferably in the hydronic heating, water, or HVAC business
- Good language skills – English
- Creativity, effective communication skills and team orientation
- Sales attitude; client-focused, result-oriented, responsible and reliable personality
- Positive thinking and taking own initiatives

### We are offering:

- Competitive salary and incentive package.
- Opportunity to develop as working with a complex, widely renowned, cutting-edge product portfolio.
- Long-term job and career opportunity in the dynamic team of a global, technology leader company.
- A wide range of trainings as well as necessary equipment to enable further high-level delivery to our partners.

**Should you be interested in growing your career in Honeywell, please check our site, for a full Job Description and send us your CV ([www.careersathoneywell.com](http://www.careersathoneywell.com)). Job ID 00331592**

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