

<https://fintechordics.com/job/b2b-inside-sales-representative-fintech-software-at-wolters-kluwer/>

## B2B Inside Sales Representative – Fintech Software

### Description

For the business area Tax & Accounting, Wolters Kluwer is now looking for a driven and results-oriented inside sales colleague. You will work with sales of all its products and services within tax and finance, with main focus on selling software solutions and training. The target group for your work will be accounting and auditing firms as well as financial departments in companies. The position is located at its modern office in Gothenburg, in the historic Amerikaskjulet on the southern riverbank- with a fantastic view. You can work from home a few days a week.

### Responsibilities

- You will manage your customer contacts mainly via phone and email. Incoming calls may concern information and questions about which services they should choose, demonstrate the service via the web, invoice questions, etc.
- You will follow up on leads from our marketing team and work with targeted outbound sales activities. A good business acumen is required to maintain a high level of service towards our customers.

### Qualifications

- Wolters Kluwer is looking for a colleague that always puts the customer first.
- You are an outgoing person with great social skills and have a strong drive and commitment.
- You are proactive, take ownership and have strong organizational skills
- Previous experience in the industry is an advantage but not a requirement.
- As part of its onboarding, you will work in Support for a few months to learn about our products.
- Wolters Kluwer would like you to have previous sales experience and good basic computer skills with the Microsoft Office Package and Teams.
- You will need excellent language skills both in Swedish and English.

### Hiring organization

Wolters Kluwer

Wolters Kluwer ([www.wolterskluwer.com](http://www.wolterskluwer.com)) is a global leader in information services and solutions for professionals in the health, tax and accounting, risk and compliance, finance and legal sectors. It helps the customers make critical decisions every day by providing expert solutions that combine deep domain knowledge with specialized technology and services.

### Employment Type

Full-time

### Job Location

Gothenburg , Vastra Gotaland County, Sweden

### Date posted

February 8, 2023

APPLY