



Domvision - Plus Development Group - SAOTA - Woods + Dangaran

Inside Sales Account Manager remote, U.S.

Basalte creates design for the intelligent home. User-friendly technology in combination with a high-quality design were the founding principles and these remain the core values that guide the company. It all started with an innovative design keypad and has now grown into so much more. Exclusive speakers, subtle motion detectors, matching outlet covers and much more to come.

At the slightest touch of your keypad, you activate the right atmosphere in your home. Your favorite music fills the room, the mood lighting comes on and a pleasant temperature is set. The ultimate home feeling. Everything can be set and adjusted remotely. The integration of all these functions in an intelligent and user-friendly interface is Basalte. A total solution for more comfort in the intelligent home.

**When your values are clear to you,
making decisions becomes easier**

Roy E. Disney

Unique products

In the past, products within the home automation sector were usually very technical and not very aesthetically pleasing. This should be different, according to the founders and current owners of Basalte. By developing simple, but very well thought-out products with a timeless design, they broke with tradition. It is your honor to further develop this high-end design technology in the American market.

In this role you have the opportunity...

...to use your knowledge and experience to help high-end custom home installers and influencers create design for the intelligent home.

You are responsible for...

- building relationships with your assigned dealer accounts to understand their business, service their requirements and advocate higher level of Basalte solution adoption.

Ready to be part of our team?

Send your CV and motivation letter to hr@basalte.be and join us!

- facilitating business process with application, order, sample, marketing, and other requirements.
- delivering correct and smooth communication between the customer and the relevant representative.
- following up on leads and keep a close eye on them, together with possible projects and opportunities, in our CRM system.
- educating dealers, designers and consumers about the Basalte solutions.
- being the first-line contact for inbound interest via the website, e-mail, telephone or tradeshows.
- working in partnership with your teammates in the rest of the US market.

Passion, dedication and craftsmanship

You are part of our strong sales team where you are the first point of contact regarding the entire sales process. You are a central figure within this team and you work closely with all representatives.

What are we looking for?

- 2 years (min) experience with home automation, smart homes or adjacent markets (e.g. Audio, Video, or Lighting), preferably in the residential space
- 2 years (min) experience in Inside sales or Customer Service with a demonstrated track record of exceeding expectations, working independently and building the business, working remotely
- You are stress resistant, as well as efficient and detailed.
- An excellent communicator in English, spoken and written.
- You can easily work with MS office 365 and you are no stranger to working with an ERP and/or CRM system
- Demonstrated team player with ready references.

Our offer...

- Working for a beautiful business.
- Lots of room for your own initiative.
- High-end design products.
- Focus on sustainability and R&D.
- Luxury projects in the higher segment.
- Competitive compensation and benefits package.
- **Because we believe you can make a difference.**

We can't wait to welcome you in our team!

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