REDTREE SOLUTIONS

Inside Sales Specialist – Central Europe

Build relationships. Support sales. Drive growth.

Redtree Solutions is looking for a proactive and commercially minded Inside Sales Representative to support and grow its business across Germany, Austria and Switzerland (DACH). In this role, you will work closely with Field Sales Engineers, customers, distributors and suppliers to manage sales activities, strengthen customer relationships and drive business growth.

About Redtree Solutions

Redtree Solutions is the largest pan-European representative company in the semiconductor industry. With 45 colleagues across more than 30 countries, we connect technology innovators with customers and help shape the future of the electronics industry.

About the role

As Inside Sales Representative, you will play an important role in supporting the regional sales team and developing existing and new customer accounts. You will manage customer interactions, prepare quotations, coordinate orders and identify opportunities to grow business within existing accounts. Alongside supporting Field Sales Engineers, you will independently manage selected customer groups.

Your key responsibilities will include:

- **Sales support:** Support Field Sales Engineers in managing customer accounts and sales opportunities, while independently handling selected customer groups.
- **Customer management:** Handle customer inquiries, prepare quotations, manage pricing and ensure timely order follow-up.
- **CRM and pipeline management:** Maintain accurate CRM-data, sales pipelines and forecasts.
- **Sales coordination:** Work closely with distributors and suppliers to ensure smooth order execution and customer satisfaction.

- **Business development:** Identify cross-selling opportunities within existing accounts and support new customer onboarding and sample requests.

Your profile

You are a commercially driven and customer-focused professional who enjoys building relationships and turning opportunities into business results. You take ownership, work in a structured way and are comfortable balancing customer needs with commercial priorities in an international environment.

What you bring to the table

- 3–5 years of experience in inside sales, sales support or customer service, preferably within the semiconductor or electronic components industry.
- A degree or technical background in Electronics, Engineering or Business.
- Excellent communication and customer relationship skills.
- A proactive, organised and detail-oriented approach.
- Experience with CRM-systems, particularly Salesforce, and MS Office.
- Fluency in German and English, both spoken and written.

What we offer

- **International environment:** Work in a growing, semiconductor-focused company with colleagues and partners across Europe.
- **Close collaboration:** Work alongside experienced Field Sales Engineers and distribution & supplier partners.
- **Responsibility and ownership:** Take an active role in customer relationships and commercial growth.
- **Flexibility:** A hybrid working environment based from our Munich office.
- **Room to grow:** nourish your personal development by joining training, trade shows and coaching on the job from our experienced team of professionals.

Location and working environment

This is a position based in Munich, Germany, with a hybrid working arrangement. You will be responsible for supporting and developing business across Germany, Austria and Switzerland.

Interested?

Ready to combine your commercial skills with customer relationships and help grow our business across the DACH region?

We would love to hear from you. For more information or to apply, please contact central@redtree-solutions.com and share your CV.