

Job Title: Sales Support – Go-to-Market Specialist (Part-Time / On-Call)

Location: Remote

Languages: English and Dutch is a plus

Company: MountUp Advice BV

Website: www.mountupadvice.nl

Help Clients Understand and Grow Their Market

In today's fast-moving tech landscape, MountUp helps companies launching Microsoft solutions uncover real insights and traction in the B2B market. We stay close to our clients and their customers to execute sharp, insight-driven go-to-market programs.

You'll represent MountUp on behalf of our clients, speaking directly with potential customers to gather input, discover buying signals, and help shape their market strategy. This role is more than outreach, you are part of the team, contributing as a strategic voice in the process.

Data accuracy is key. You'll ensure all insights are clearly logged in CRM and translated into actionable reporting that supports decision-making.

What You'll Do

- Speak with potential customers to uncover market insights and buying signals
- Engage in structured, discovery-style conversations
- Follow up to gather feedback and discover business potential
- Validate new services, test product-market fit, and spot commercial opportunities
- Report key findings that help clients fine-tune their strategy
- Keep CRM data clear, accurate, and actionable
- Represent our clients with professionalism and strategic intent, you are part of the team

Who You Are

- Sales is in your DNA; you are energized by conversations and spotting opportunities
- A strong communicator who listens beyond the obvious
- Comfortable speaking with business decision-makers in tech
- Structured in your thinking, with attention to clarity and CRM hygiene
- Curious about Microsoft technologies (e.g. Power Platform, Azure, Dynamics)
- Fluent in English; and Dutch, French or German is a plus
- Experience in support or market research is a plus

What We Offer

- Flexible, remote work that fits around your study or other work
- Coaching in go-to-market and commercial discovery skills
- A behind-the-scenes view into tech companies across Europe
- A sharp, collaborative team with strong ownership and feedback culture
- Room to grow into sales solution or pre-sales roles

Interested?

Send your motivation and CV to katja@mountupadvice.nl

More about us: www.mountupadvice.nl