

Very fast growing SaaS player offering Accounts Payable (AP) automation solutions is looking for a **French and English speaking Sales Executive** to join their team in their HQ in France. The Sales Executive will develop and be in charge of the UK market. You will be joining a very dynamic team and will be given all the necessary tools to be successful.

The Sales Executive role is based near Montpellier (South of France, and the post-holder will benefit from a French contract.

ROLE:

- Turning leads that have been qualified by marketing into new clients
- Qualifying prospects' needs and determine the best functional responses
- Presenting and demonstrating the product, eventually helping your prospects evaluate the solution
- Closing the deals
- Accompanying clients as they implement the solution, guaranteeing their satisfaction and enthusiasm, before entrusting the client to the loyalty-building team.

PROFILE:

- Fluent in French and in English
- Educated to degree level ideally in Business or marketing
- Previous successful experience in solution-marketing experience, ideally in software publishing, as a Sales Executive or Business Developer
- Experience in organising webinars and online demonstration or feeling comfortable to do so
- Highly business orientated with a good IT culture, accounting skills or knowledge will be an asset
- Strong communication skills and previous experience in building relationship with clients
- CRM experience, ideally Salesforce

SALARY AND BENEFITS

- Between 35 000 and 48 000 euros/pa OTE
- Medical insurance and lunch vouchers