

Leading French Intercom and Access Control company now expanding rapidly in the UK is looking for a **French speaking Inside Sales Manager** to increase their market share. This is a new role and you will be in charge first of contributing to developing the new business, and then of account management of clients, training and supervising the inside sales team. You will report to the Country Manager and will liaise with the HQ in France.

ROLE:

Inside sales:

- Leading, coaching and developing a team of 4 (will increase up to 8)
- Sourcing new sales opportunities, cold calling potential clients and making appointments for the sales area manager (cold calling will be required only for the first few months)
- Understanding and qualifying client's needs and requirements
- Building up client relationships to maintain and develop business
- Reporting sales visits onto CRM and making sure of the relevance of the information
- Advising and quoting clients according to the potential and existing clients requirements/needs
- Liaising with clients regularly to inform them of new products, promotions, events, etc.
- Defining targets and how to reach them with management
- Answering inbound calls and transferring accordingly

Back Office

- Liaising between HQ, the UK subsidiary and service suppliers
- Working as a team to implement the commercial objectives
- Setting up tools to follow and measure the subsidiary sales strategy, analysing information and contributing to corrective actions when necessary
- Managing the inside sales team, including reporting on performances, training and mentoring staff
- Making sure that quantitative and qualitative data are up-to-date
- Optimising sales management tools
- Following up activities after events, fair trade etc

PROFILE:

- Fluent in French and in English
- Previous cold calling experience in a B2C or B2B environment
- Staff management experience including training
- Ability to put processes in place, strong organisation skills
- Very good IT skills
- Charisma, ability to solve problems and to work under pressure will be strong assets for the role

SALARY:

Basic c£30k negotiable according to skills and experience + commission