

New global and disruptive circular company which enables brands, retailers and consumers to transition from single-use disposable materials to reusable, durable packaging, is looking for a **French speaking Inside Sales Executive** to strengthen their Business Development team in London. As an Inside Sales Executive, you will be working with an aim to drive the company's rapid growth through acquiring new leads for the sales process.

This is a perfect entry level role for a candidate who wants to start a commercial career and develop its sales skills in the field of sustainability.

**ROLE of the Inside Sales:**

- With the support of the Business Development Manager, developing the outreach strategy for its markets
- Creating lists of targets industries and companies, identifying prospects and find the decision makers' contacts
- Contacting prospects in a creative and ultra personalized way (LinkedIn, email...)
- Qualifying call appointments for the BD Associates
- Preparing the qualifying call (schedule the meeting, brief the BD Associate, create the deal in the CRM)
- Managing inbound requests
- Carrying out a continuous follow-up of these prospects, update the information in our CRM on a daily basis
- Sourcing and attending networking events, community events and hearings to generate leads on the targeted industries

**PROFILE:**

- Proficient in French and English
- Taste for challenge and goal oriented: you use your creativity to reach your goals and find solutions
- Exceptional verbal and written communication skills, ability to prepare clear and concise emails
- Fluency with Microsoft PowerPoint, Word, Excel
- High energy team player and ambition to grow!
- Strong verbal and written communication skills, ability to prepare clear and concise emails

**SALARY & BENEFITS:**

- £25K/y with strong career development
- 25 Paid Holiday Days
- 2 Volunteering Days
- Company Pension contribution
- Hybrid working - opportunity to work from home up to 2 days per week
- Work anywhere for 1 month