

JOB DESCRIPTION SALES AGENT

Young Technical-Commercial (M/F) motivated and who wants to participate in the creation of our company brand. We rely on the skills and the spirit of the group. You will be the first main person with the possibility of becoming a decision actor in the future.

Your skills:

Responsive and dynamic, can listen, good phone fluency and the ability to adapt to different types of clientele.

Passionate about marketing and technology, fluent in French and English.

Your mission:

As a technical-commercial, you ensure the promotion and development of our clients ' portfolio and apply the business strategy defined by the sales department to achieve the set objectives.

Your main tasks:

- Use of a prospective database: contacting prospective professionals (monitoring and management)
- Preparation of quotes adapted to the prospects
- Commercial reminders and negotiations
- Management of Pro clients
- Marketing of our service offerings
- Support for special customers subscriptions
- Event organizations/meetings Pro
- Assistance in the Production of commercial reporting indicators

After a real course of training and skill development on Optimalogistic, you will integrate a team motivated and welded, and participate in the creation of the company brand image.