



## **Job Summary**

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Vacancy :

Deadline : Jul 27, 2024

Published : Jun 27, 2024

Employment Status : Full Time

Experience : 3 - 5 Years

Salary : To be defined

Gender : Any

Career Level : Mid Level

Qualification :

## Job Description

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### Responsibilities:

Following training within the sales team, consisting of 8 people, your tasks will include:

- Market Analysis (**20%**)
- Define the prospecting area with your Manager
- Adopt the sales pitch in conjunction with product marketing
- Monitor competitors and technology to stay updated Sales Hunting and Prospecting (**60%**)
- Identify **lead-generating contacts, study client needs, and develop your portfolio**
- Conduct presentations (on-site, remote)
- Update the CRM
- **Assist your Manager in negotiating** contractual terms and optimizing company margins
- Transfer files to project teams responsible for production
- Participate **in improving our sales tools and techniques** Reporting and Additional Sales (**20%**)
- Ensure the achievement of the set revenue goals
- **Manage client follow-up** (progress points, invoicing)
- Identify account escalation opportunities You will also work in a winning duo with a Key Account Manager to surpass targets **in the Business Unit!**

### Requirements:

- Minimum of **3 years of experience** in a similar role, ideally in the translation sector, with experience in content management, data world, or digital experience.
- Minimum **Bac+3 level** education
- You have a hunter's spirit and never give up until you reach your goal!
- You can **communicate in English** both orally and in writing
- You are familiar with prospecting tools, **CRM**, etc.
- You are rigorous, methodical, and able to work independently

### About the company:

Founded in 1998 by Anette Van de Loo, Powerling is now one of the world's **top 75 language service providers**. We advise, create, translate, localize, and integrate content in **over 120 languages**.

We help you accelerate your international development and your digital transformation while preserving your brand image worldwide.

With offices in Lille, Paris, Amsterdam, Hong Kong, and Boston, we contribute to the growth of SMEs, ETIs, and the unicorns of tomorrow, as well as to the development of large groups worldwide.

### Your recruiter:

Daria Talent Acquisition Specialist @ Effitalents.

Feel free to contact her for more information!

## Education & Experience

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### Must Have

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### Educational Requirements

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**Compensation & Other Benefits**

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