Détail de l'offre : Digital Sales Manager

Recruteur	
Référence	SOLACE
Titre de l'offre	Digital Sales Manager
Description de la mission	Why Join Our Team: If you are looking for a way to start your career in the sales and technology industry, are full of energy, like meeting and speaking with different people, are curious, and have excellent problem-solving skills, then we should speak. If your motto is “You don't fail until you stop trying,” then you have the mindset and attitude we are looking for. Solace is looking for a Digital Sales Manager who loves to pick up the phone and make great first impressions. You will have the opportunity to learn the fundamentals of sales while working with an amazing team for a company who puts its people first. Digital Sales Managers are the hunters of new opportunities for Solace across all industries and segments. Your daily activity will include. Execute 50 outbound sales activities (email, phone, social) per day to generate a minimum of 2 qualified meetings per week and 2 qualified sales opportunities per month. Follow up with leads generated by various marketing programs, sales campaigns, and target account prospecting Generate new business opportunities through strategic outbound calling and prospecting Perform opportunity discovery calls and document findings on marketing generated responses to uncover potential new business and set appointments with field sellers Make 8 attempts per Lead before closure Schedule qualified customer meetings for Solace sales and conduct a warm hand-off with them Build your book of business through tracking all lead activity, lead engagement, and manage reports using Salesforce.com Understand Solace's products, services, and value proposition/positioning Keep up-to-date on industry trends and the competition's positioning within the marketplace.
Type de contrat	CDI
Télétravail	Non spécifié
Rémunération	90-100 K Euro/an
Client	SOLACE
Description de la société	Company We enable the smart movement of data so innovators can focus on doing what they do best—whether that's leading IT organizations from the C-suite, architecting systems to meet ever-changing business requirements, or developing kickass enterprise, IoT and mobile applications. Our work connects the world Behind the scenes of everyday life, applications and connected devices generate billions of “events.” These events enable the connected world around you. They ensure the train you're riding safely reaches its destination, and they allow you to monitor your child's data usage or make secure credit card payments, to name a few examples. You don't want to know these events are happening—you just want the smooth experience, and you want it regardless of if you're caught in a massive storm or it's Black Friday. These events need to efficiently move through hundreds of applications that are written in many different languages, using different APIs, and leveraging different protocols. If they don't? Applications and systems fail, and connected “things” can't connect. Oh, and much of the global financial services sector comes to a grinding halt.

Sound important? Maybe even cool? We think so too!

Some refer to this foundational data movement technology as “plumbing,” but we see the outcome of connecting up event “brokers” as the creation of an event mesh— an architectural layer that seamlessly gets events from where they occur to where they need to be.

We build that event broker technology and enable the event mesh that powers the connected world around you. And we've been dedicated to the art and science of this craft since 2001.

Localisation Paris - Opéra

Pays Array

Description du profil What you need to bring with you:

Bachelor's degree minimum
Fluency in French is required for this role; Spanish and Italian are nice to have.
Sales Development, sales and/or high tech industry specifically in middleware or software development experience preferred.
Strong interpersonal and communication skills with the ability to convey them over the phone
Ability to understand and convey complex technical concepts in a clear and concise and manner
Thrive under pressure and enjoy the challenge of tight deadlines and a wide variety of duties
Discipline to follow up on daily tasks, have attention to detail, and have strong organizational skills

Expérience Profil Débutant (-3 ans)

Secteur Services IT & Digital