

Recruteur TALEEZ
Adresse 425 RUE JEAN ROSTAND
Code postal 31670
Ville LABEGE
Référence 3b2uo3v
Titre de l'offre Job Offer: Sales Manager - Senior Account Manager (SEO / Branding)
Description de la mission About Getfluence
 Job Offer: Sales Manager - Senior Account Manager (SEO / Branding)

Location: Paris or Toulouse
 Contract Type: Permanent (CDI)
 Availability: April 2025
 Job description
 Why join us?

By joining Getfluence, you will become part of a stimulating and collaborative environment where every team member is encouraged to exceed their goals while innovating. As part of our growth strategy, we are recruiting an Senior Account Manager to strengthen our French market sales team, based in Paris or Toulouse.

Your missions:

Manage and grow a portfolio of key accounts composed of digital agencies and direct advertisers.

Develop commercial strategies to identify, convert and generate new business opportunities within your portfolio.

Craft tailored proposals aligned with client goals and industry trends to maximize upselling opportunities.

Monitor the sales pipeline and update client data in our CRM (Hubspot).

Actively collaborate with internal teams (marketing, product, customer success) to ensure client satisfaction and tailor our offers to their needs.

Track commercial KPIs, sales targets, and results to maintain efficient and proactive account management.

Organize plenaries, lunches, webinars, and other marketing collaborations to strengthen relationships with key clients.

Type de contrat CDI
Télétravail Pas de télétravail
Description de la société Who are we?

Getfluence is the leading marketplace for branded content campaigns, connecting brands and agencies with the most influential digital media to enhance their visibility and reputation. Our mission is to deliver high-quality content that boosts SEO, enhances branding, and reaches strategic audiences.

Since 2018, Getfluence has grown internationally, with over 2,000 active advertisers and 35,000 publishers worldwide.

Localisation Paris
Code localisation Union Européenne
Pays France

Description du profil We are looking for a motivated, dynamic, and results-oriented individual with solid experience in account management and sales position.

The required skills include:

Ownership: You take full responsibility for your accounts and actions.

Collaboration: You thrive in a team environment and build strong relationships.

Audacity: You take bold initiatives and deliver creative solutions.

Other qualifications:

Minimum 3 years of experience in sale position in an agency, or with a publisher.

Advanced expertise in SEO topics, particularly in netlinking.

Knowledge of media and web marketing solutions in SEO, branding, and paid media.

Excellent writing skills for creating impactful Google Slide presentations and professional emails.

Professional-level English (essential).

Familiarity with collaborative tools such as Slack, Google Drive, Hubspot, and Looker Studio.

A degree equivalent to BAC +3 to BAC +5 minimum.

Curious, a team player, smart and organized.

Sales profile and experience essential.

What we offer:

An international team of Getfluencers ready to support you.

A 2-week onboarding program to help you settle in.

Opportunities for growth based on your results and capacities.

50% coverage of company health insurance.

50% reimbursement of public transportation costs.

Meal vouchers via Swile.

A hybrid work format: remote work and office-based (Metro: Grands Boulevards in Paris or Palais de Justice in Toulouse).

Recruitment process:

Initial meeting with the Sales Director to assess your motivations and skills.

English interview with a team member to assess your language proficiency.

Practical test or case study to evaluate your operational abilities.

Final interview with our CEO, followed by a recommendation call.

Location

Paris, France

Contract

CDI

Profilé

Commercial

Expérience Expérimenté (3-10 ans)

Disponibilité 2 mois