

Recruteur	
Référence	24D1715612060
Titre de l'offre	Sales Manager
Description de la mission	<p>Boost your career and join our dedicated Sales team. You'll be taking a leading role in fueling the growth of our innovative data collection platform. You'll work closely with our Head of Sales to define and execute business strategies, especially targeting the French market.</p> <p>Your role as a Sales Executive will be clear: drive strategic business expansion and deepen client relationships in the French market. Collaborate with high-profile clients, including L'Oréal and the PSG, playing a vital role in their success.</p> <p>Key responsibilities :</p> <ul style="list-style-type: none"> - Identify and qualify new sales leads to meet quota plan objectives - Develop and execute an action plan aligned with our commercial strategy - Successfully manage high-complexity, high-value deals by collaborating with internal teams, including IT, project managers, CSM, marketing, and product teams - Arrange meetings with potential clients to understand their pain points and demonstrate how Qualifio addresses their needs - Prepare and deliver compelling presentations on Qualifio's offering and services - Collaborate closely with the product team, conveying customer feedback, market insights, and innovative solutions - Drive product development based on customer desires, influencing product evolution and promoting innovation - Identify new opportunities and markets, leading prospecting efforts to attract new customers and launch offerings - Work closely with the Sales team to understand market trends and best practices - Represent the company at exhibitions or events
Type de contrat	CDI
Télétravail	Télétravail partiel possible
Client	Qualifio
Description de la société	Qualifio is the leading European first- and zero-party data collection platform for consumer brands. We enable marketing teams to get to know their audiences through interactive and gamified experiences, offering compelling reasons for ongoing engagement with their brand. Over 400 companies worldwide use Qualifio, including Nestlé, L'Oréal, Unilever, Currys, Valencia CF, LolaLiza, Daily Mail Group, Vivendi and DPG.
Localisation	Paris / Barcelone
Code localisation	Union Européenne
Pays	France
Profil	Commercial
Secteur	Services IT & Digital
Langue	Anglais Français