

Recruteur	
Référence	22D1642753067
Titre de l'offre	Sales Development Representative
Description de la mission	<input type="checkbox"/> Your mission <input type="checkbox"/>

We are looking for Sales Development Representatives to help our Sales team sign more customers and help Alan become the number 1 insurer in Europe. ☐

You will work closely with a team of Account Executives in generating new business by qualifying leads, prospecting and generating meetings with the right stakeholders of top high-growth companies ! For instance, we are currently taking care of Deliveroo, Balibaris, Swile, Algolia, Jimmy Fairly, Voodoo Games, Big Mamma and +10 000 other exciting customers.

You will be responsible to:

Generate meetings with prospects to achieve our company objectives: by putting a strong focus on prioritization and a high level of outreach personalization to land our weekly targets. Develop an outbound sales strategy through multiple channels (calls, emails, videos, social media, etc.) & complete accurate tracking of communication with potential customers in our CRM.

Realize a quick lead qualification before allocating the leads to an Account Executive.

Represent our company's products: starting with a deep and comprehensive understanding and following with research to identify how our solutions meet prospect's needs.

Understand, embrace and apply the Alan Smart & Soft selling method: This method stems from the concept that the prospect experience is an inseparable piece of the overall Alan customer experience.

If you want to know more about how our Sales team works:

<https://blog.alan.eu/nos-commerciaux-ne-vendent-pas> (in French)

☐ Perks & Benefits

At Alan, we believe that being in good health is a basic need, and it starts with our employees. This is why Alaners are provided with a stimulating environment and perks for them to be happy, efficient and spend only high-quality time with co-workers.

Therefore, we offer:

Flexible Office. Amazing office space in the headquarters, sponsored co-working hubs or a full-remote experience for those who want, with home office equipment sponsorship.

We reward fairly. Competitive Salary and generous equity packages

All the tools you need. Top of the range equipment: Macbook Pro, keyboard, laptop stand, monitor, and Bose noise-cancelling headphones

Flexible vacation policy. Alaners can organize their time off as they wish.

Delightful healthcare insurance. Extremely comprehensive health insurance - 100% of the contribution covered by Alan for you and your family.

Transport. Country-specific commuter benefits

Learning & Training opportunities. A very flexible Training policy at Alan, free books and budget to attend and speak at conferences if the opportunity arises

Parental leave. Extended parental leave for all new parents.

Type de contrat	CDI
Télétravail	Non spécifié
Rémunération	40-50 K Euro/an
Client	Alan
Description de la société	<input type="checkbox"/> Who we are

Alan is the healthcare super-app offering personalised healthcare & wellbeing to our members.

Founded in 2016 by Jean-Charles Samuelian and Charles Gorintin, Alan is the first independent digital health insurance in France since 1986.

By providing our members with delightful health insurance bundled with innovative healthcare services, Alan's long-term goal is to help all people have a personalized and accessible healthcare experience.

As of today, Alan covers more than 250,000 members, representing over 160m+ of annualized revenue. We recently raised a further 185m in a series D funding round bringing the company's total valuation to 1.4bn. The team is 450+ people and growing. We recently landed in Spain, France and Belgium, and guess what: the best is yet to come!

How we do it?

At Alan, we have a set of cultural values that guide our approach to work:

Members first. We put our members first, our team second, our shareholders third.

Distributed Ownership. We empower everyone to make courageous decisions and to work asynchronously.

Radical Transparency. We take all our decisions in writing and adopt a direct and honest style of communication.

Personal & Team Growth. We are self-improving whilst helping others grow. We're no ego-doers and we all edit the company.

Fearless ambition. We shoot for the moon and work backwards. We push for excellence by focusing on uncomfortable A+ problems.

Underrepresented folks...

Science shows that you are less likely to apply if you feel you don't have all the necessary prerequisites. If this description matches where you are now or what you'd like to grow into in your next position, we encourage you to apply.

We strive to make our culture as inclusive as possible and believe both the company and its culture are strongest when composed of diverse experiences and backgrounds.

We have an open salary & equity policy combined with a transparent career path: we base our people decisions on objective criteria.

We have flexible working hours and leave policy.

We trust people to work remotely

We extended the length of parental leave and value this time as professional experience.

We respect our coworkers gender identity and use their names, pronouns and agreements no matter their legal status.

We make tough decisions if we see discriminatory remarks.

Localisation France (télétravail de partout)

Pays Array

Description du profil You will be a good fit to join the Sales team at Alan if you:

Have had a customer-facing experience before (internship, summer job, or else)

If you had to do prospecting in a previous experience it would be a strong plus

Like warm/cold calling

Have strong written & verbal communication skills (English & native French is mandatory)

Are highly organized with exceptional follow-up skills

Have empathy and are passionate about understanding and solving prospects' problems

Have the ability to collaborate in a fast-paced team

Have a desire to learn fast and make an impact from day 1

Everything else is a plus. We care about having a diversity of experiences and backgrounds in our team.

Expérience Débutant (-3 ans)

Profil

Secteur Banque & Finance

Langue Français