

Détail de l'offre : Sales Account Manager

<b>Recruteur</b>	
<b>Référence</b>	18D1543841268
<b>Titre de l'offre</b>	Sales Account Manager
<b>Description de la mission</b>	Imagine new horizons...
<p>You have dreams? You are looking for a new challenge within an innovative and international group? Join the 3DEXPERIENCE Marketplace team the online ecosystem where today's innovators can collaborate and interact with other industry players and service providers.</p> <p>Our 3DEXPERIENCE Marketplace is a new transaction platform for digital design, engineering and manufacturing, with the ambition of transforming the industrial world! It is available on premise and in public or private cloud. Through the 3DEXPERIENCE Platform, we offer a new opportunity for the industry thanks to the 3DEXPERIENCE Marketplace that connects multiple actors as customers, consumers and providers, by offering services such as 3DPrinting.</p>	
<p>To Learn More, Check Out The 3DEXPERIENCE Marketplace.</p>	
<p>What will your role be?</p>	
<p>As a Marketplace Account Manager, you will build and engage a portfolio of sellers on a given 3DEXPERIENCE Marketplace Service to generate revenue, and increase the footprint of the service. You manage the relationship between Dassault Systèmes and the sellers.</p>	
<p>The challenges ahead</p> <ul style="list-style-type: none"> <li>Develop and engage a portfolio of sellers;</li> <li>Communicate and sell new features and new services to sellers;</li> <li>Define and execute a CRM for sellers;</li> <li>Define communication channels and create associated content;</li> <li>Create and animate our sellers community;</li> <li>Implement sales tactics and measure their effectiveness;</li> <li>Create and develop training for sellers;</li> <li>Participate in external and internal events in order to increase the seller engagement and the footprint of the Marketplace.</li> </ul>	
<p>Please apply directly via this Link :</p> <p><a href="https://www.linkedin.com/jobs/view/marketplace-account-manager-seller-marketing-at-dassault-syst%C3%A8mes-993214539/?fbclid=IwAR3QbWgSFj_SWykRm7syhP1x4ak2cr8l19qxHSd-F7rJs7NW9Mg-hmzrRmQ">https://www.linkedin.com/jobs/view/marketplace-account-manager-seller-marketing-at-dassault-syst%C3%A8mes-993214539/?fbclid=IwAR3QbWgSFj_SWykRm7syhP1x4ak2cr8l19qxHSd-F7rJs7NW9Mg-hmzrRmQ</a></p>	
<b>Type de contrat</b>	CDI
<b>Télétravail</b>	Non spécifié
<b>Client</b>	Dassault Systèmes
<b>Description de la société</b>	Dassault Systèmes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 220,000 customers of all sizes, in all industries, in more than 140 countries. For more information, visit <a href="http://www.3ds.com">www.3ds.com</a> .
<p>3DEXPERIENCE, the Compass Logo, 3DS logo, CATIA, SOLIDWORKS, ENOVIA, DELMIA, SIMULIA, GEOVIA, EXALEAD, 3D VIA, BIOVIA, NETVIBES, 3DEXCITE are registered trademarks of Dassault Systèmes or its subsidiaries in the US and/or other countries.</p>	
<b>Localisation</b>	London
<b>Pays</b>	Array
<b>Description du profil</b>	<p>Your key success factors</p> <p>You have a Bachelor or Master degree in Business, Sales or Marketing;</p> <p>You have 2 – 5 years of professional experience in Sales and Seller Marketing (or trade marketing);</p>

You are looking for a second step in your career;  
You have an entrepreneurial mindset and great agility;  
You like a start-up environment and/or new market and new business model;  
You worked in a "Marketplace" team or major player in ecommerce;  
You like to work in an international environment;  
Perfect command of English, both verbal and written;  
Communicate with passion.  
We look forward to receiving your cover letter and resume if you recognize yourself in this position!

**Expérience** Débutant (-3 ans)

**Profil**

**Secteur** Services IT & Digital