

SALES MANAGER

The company:

Technicis is the leading professional translation company in France and among the top three in Europe. With 220 employees based in France (Technicis), Belgium (Cogen) and Switzerland (Translation-Probst), in addition to a network of 4,500 highly specialised professional translators around the world, Technicis provides comprehensive language solutions in all sectors, no matter the language combination.

Technicis has experienced uninterrupted growth over the last decade and generated **24 million euros in turnover at end-2015**. As of 2017, the company is **among the top three in Europe**.

Role:

Working in one of our Business Units, you will be part of the Sales Department and your main tasks will include:

- Identifying your prospective clients' translation needs
- Presenting the company's services over the telephone to prospective clients as well as visiting clients to convince them in person
- Writing up/negotiating and concluding sales offers
- Answering calls to tender
- Following-up and managing your existing clients

This list is not exhaustive.

Profile of candidate:

You have a strong sales temperament and are driven by a challenge and results. You are able to create relationships even with those high up the hierarchy. You have business knowledge that will help you to quickly identify potential clients by their structure.

You have successful previous experience in client prospection which has enabled you to master the principles of sales.

You are driven by results and an attractive salary, and are interested in the career development opportunities offered by our company.

Knowledge of English and desktop applications (Office pack) are a plus.

Additional information:

- Advantages: lunch vouchers, company health scheme, profit-sharing.
- Salary: depending on profile and experience (fixed with possibility of increase).

Send your CV and letter of motivation to recrutement@technicis.fr