



Sales Manager

Technicis, professional translation expert

Technicis is the leading translation agency in the French market and is one of the top-three players in the European market. With double-digit growth and a young team, the Technicis group is undergoing rapid development, confirming its position as market leader.

Key figures

- No. 3 on the European professional translation market
- 320 employees around the world and 5,000 expert freelance translators
- International presence: France, Belgium, Canada, Spain, Finland, Italy, Czech Republic and Switzerland

Position

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

Your profile

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



Advantages

- Salary: depending on profile and experience (fixed with possibility of increase)
- Lunch vouchers and RTT days (1 day extra holiday per month)
- Company health scheme
- Gym, table football, pétanque strip, three sun terraces

Location

Boulogne-Billancourt

To apply, please send your CV and cover letter in French to Miriam Labidi (mlabidi@technicis.fr).