

Neotys is recruiting a junior Sales Executive – Location : south of France

Position Overview

The Sales Executive is responsible for identifying, qualifying and closing sales opportunities for Neotys software and services. Sales Executives work closely with Pre sales consultants to develop new business and manage/grow existing customers.

Responsibilities

- Qualify leads generated from trial product and marketing activities and follow-up on prioritized prospects
- Manage the full sales cycle
- Identify and coordinate internal resources (pre-sales and professional services) to support revenue growth
- Deliver product and corporate presentations
- Participate to action plans to identify new prospects
- Close new business and generate new accounts
- Grow revenues in existing accounts by identifying new sales opportunities, including promoting new product features and additional services
- Maintain CRM database
- Meet/exceed monthly and annual quotas
- Participate in tradeshow and conferences

Knowledge, Skill, Experience and Education

- Ability to sell, present technical concepts and business solutions clearly through demonstrations and proposals
- Must be comfortable in selling mostly over the phone
- Must speak fluently English and at least one other language (spanish, portuguese)
- French knowledge is necessary
- Strong verbal communication as well as written skills
- Strong problem solving, organizational and interpersonal skills
- Ability to work both individually and in a team environment
- Knowledge of IT Industry preferred
- Minimum 3 year college degree in Commerce / International Business

Other:

- Reports to the VP of Sales
- Location: Gemenos (France)

Company Profile: www.neotys.com

Since 2005, Neotys has helped over 1000 customers in more than 60 countries enhance the reliability, performance, and quality of their applications. NeoLoad is a best-in-class load testing solution that

automates the development, execution and analysis of performance testing. NeoLoad supports all web 2.0 technologies, is flexible and easy to use with infinite scalability from the cloud.

Please send your resume and cover letter **in english** to our recruitment office :

candidature@oxalisconseil.fr

OXALIS CONSEIL

60, rue de la République

13002 Marseille

FRANCE