



We are a French-based innovative start-up specialized in IT and virtualization efficiency. We are helping organizations to manage their data centers, optimize their servers, and reduce their IT resource waste with our solution DC Scope.

DC Scope has consolidated its presence in the French market and now we are looking to expand our presence in other European countries via IT distributors and partners. To accomplish this expansion and to optimize the work with our partners in Germany, we are looking for a motivated VIE Sales Representative to help us increase sales and address customer needs within the region.

About the Job:

You will be in charge of the sales development in Germany. You will be working closely with our International Business Manager (based in Nantes), and with some partners in the area to develop the commercial expansion of our solution in the region.

Before your deployment to Germany, you will be working in our central offices in Nantes learning about our solution, our commercial process as well as developing some marketing strategies to present and promote our solution.

Responsibilities

- Act as a point of contact for existing and potential customers in Germany.
- Identify local business opportunities and find the contacts of decision-makers.
- Contact prospects via LinkedIn, Twitter, email and/or telephone to propose demos of our solution DC Scope.
- Obtain appointments and present our solution to prospective customers.
- Follow up on these prospects and leads until the closing.
- Report on regional sales results.
- Answer customer questions about features, and characteristics of our solution.
- Become a product expert.
- Collaborate with sales representatives from different territories to share best practices and support a cohesive sales approach.

Requirements

- Fluency in French and English (please apply with an English CV/resume). A basic level of German is required.
- A previous work experience in sales is desirable.
- Familiarity with the cloud industry is a HUGE plus.
- Excellent communication skills.
- Resilient with a proven track record in sales.

Contract: VIE (volontariat international en entreprise).

Location: Germany.

Duration: 10 to 12 months – potential full time contract at the end of the VIE.

Start: Q1 2021.

Industry: Information Technology & Services - Computer Software.

Job Functions: Sales.