

GAS DETECTION BACKGROUND - FRANCE**SALARY IS NEGOTIABLE ON EXPERIENCE****The Role**

- To provide qualified sales leads to generate equipment and service revenue in France to meet Company revenue targets.
- Provide support with the design and execution of integrated demand generation campaigns across multiple channels including telemarketing, webinars, events, emails, nurture, paid media, and content syndication to feed sales pipeline
- Support marketing and sales functions by sharing information and market intelligence gained through demand generation activities
- Use all available resources including tele-marketing initiatives, website leads, CRM, business development techniques etc. to ensure that the French sales team is supplied with qualified leads.
- Support integrated lead generation campaigns to provide sales leads to France RSMs, to assist them in achieving sales targets.
- Use tele-marketing and other marketing media to identify and approach key targets in line with strategic aims.
- Some client contact will be generated via marketing campaigns, some will be generated via telemarketing and direct contact
- Generate qualified sales leads in France in line with company's strategic goals
- Deploy all available and suitable resources in the pursuit of qualified French sales leads
- Input and maintain clear information in CRM sales database
- Liaise and communicate effectively with clients, other departments, and channel partners where appropriate
- The Sales Development Representative will also have a proportion of time in a client-facing role supporting the sales function – this may include attending sales meetings, distributor meetings or more technical functions including training, site surveys etc.

The Candidate

- 2 years' successful experience working in a client-facing role
- French and English language – spoken and written
- Self-starter who thrives in a dynamic, entrepreneurial, and fast-paced work environment
- Discretion, professionalism, and integrity
- Confident telephone manner and problem-solving capabilities
- Excellent organization and time management skills
- Advanced verbal and written business communication skills
- Strong working knowledge of MS Office and MS Excel