

Manpower (Employment agency - certificate number 412) is the world leader in HR with 60 years of tradition. Currently, on behalf of our Client, we are looking for candidates to fill in the vacant position of:

Junior Sales Specialist with French

Numer ref. SRS/037/MHO

Full time remote position

This is a fixed term contract for 18 months first with a possibility to extend to permanent.

What you will do:

- Conduct sales pre-qualification calls as per daily target
- Detect and identify commercial opportunities by following the appropriate sales script available in the system (Salesforce)
- Activate or retain customer through utilisation of the proposed levers and techniques
- Answer customer expectation and manage objections
- Transfer customer requests to the appropriate department
- Ensure that for each call conducted, the qualification is completed and results in appropriate action

What you will bring:

- Excellent negotiation and sales skills via phone
- Fluent in written and spoken French - full proficiency essential
- Exceptional communication skills
- A strong sense of service
- Strong diligence and organisational skills
- Self-motivated with can do attitude
- One-year sales experience and B2B Telesales experience would be a strong advantage

What We Offer:

- Full time remote position
- Private medical care
- Multisport
- Holiday bonus
- Phantom scheme
- Referral program
- International environment
- Training is provided
- 40 hours per week
- Mon-Fri 9am - 5.30pm