

French Speaking Telesales Account Manager , London

Our client brings market leading brands to an audience of millions of decision makers worldwide through its multi-platform media of data services, online lead generation services, community websites, magazines and events. Our client who is part of a world leading provider of professional information solutions in the Science, Medical, Legal and Risk and Business sectors

Our client's product is the global standard for payment efficiency and compliance solutions. These are premier data services that have been providing solutions to banks and businesses worldwide for over 140 years.

The successful Telesales Account Manager will be working as part of our award-winning sales team, you will nurture, retain and grow a portfolio of existing clients within Bankers accounts, whilst building excellent customer relationships.

Based from offices in London you will identify growth opportunities to increase penetration of products and services and maximise revenue growth. You will maintain regular contact with customers by phone to build relationships and to better understand their business, goals and their requirements in order to provide the appropriate solutions. Additionally you will support the Key Account Managers in the team by identifying opportunities and arranging meetings for them to develop and close opportunities for more complex integrated solutions.

Essential

- Enjoys working in a structured, targeted environment to challenging KPIs
- Proven track record of developing existing business through effective account management
- Great negotiation, communication and presentation skills
- Professional and clear telephone manner
- Highly self-motivated, organised and be able to manage own time
- Flexible and adaptable to meet the needs of the changing market, our customers and the business-- Enjoys and works well in a team environment
- Fluent in both written and spoken French
- Ability to provide accurate reporting and forecasting of sales

Desired

- Experience of selling online solutions and subscription sales is desirable
- Experience of selling to banks and financial institutions would be of benefit
- Information/subscription sales experience preferred
- Good levels of IT literacy are expected
- A degree or equivalent is desirable
- Familiarity with salesforce.com would be an advantage

To apply for this role, click the apply button

