

# United Kingdom Jobs Expertini®

## Sales Associate – Fluent English & French, London

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Company: Origin Multilingual

Location: London Area

Category: other-general

Sales Associate – Fluent English & French, London Location: London - Hybrid/Remote

Salary: £60k (Negotiable) + Discretionary bonus based on company and individual performance. Benefits: 30 days annual leave, 5 days mental health & wellbeing days, private health insurance, life insurance, income protection, enhanced parental leave, pension.

Client Profile: Origin Multilingual is proud to announce we are Recruiting for a French & English speaking Sales Associate to join our Client in Finance Industry based in London.

Job Summary: As a Sales Associate our client is looking for an energetic, enthusiastic, motivated and hungry Sales Associate experience selling financial or Crypto products and solutions. We are looking for someone who is comfortable working in a fast paced environment delivering sales results against targets. Key Responsibilities: Building a strong pipeline - Identifying key strategic prospects and selling the clients suite of product and services. Cross selling and up-selling additional products and services to new and existing clients Building relationships and acting as a primary contact with C-level decision makers Keeping clients informed about product improvements and advancements Be a team player in a mixed office / remote, fast-paced environment Collecting product feedback, identifying trends, internally communicating with product teams, and effectively managing client expectations regarding any estimated time of arrival (ETA) Conducting quarterly reviews with clients, gathering feedback, and resolving any outstanding issues. Being capable of collaborating with stakeholders at different levels of seniority requires setting aside personal ego to achieve optimal outcomes for the company. Comfortable and confident liaising with colleagues across the company from various departments Review cross selling

pipeline, general account management i.e. agree how often you will touch base with clients Collaborate with the broader sales team to organise client events, closely coordinating with internal senior management. Show dedication to excellence by consistently updating and managing HubSpot data to facilitate data-driven insights Personal Specification: Fluent French and English to business level Candidates should display a genuine passion for sales and possess tangible sales expertise, particularly within financial services, ideally with a background in payments, fintech, crypto or banking Team player Motivated Target driven Must have CRM experience and ideally experience with the Google Suite for creating and presenting google docs/slides Must be an analytical thinker with keen problem-solving; process development and improvement; as well as task planning skills Must have outstanding communication, attention to detail and time management skills Must have proven ability to remain professional & polite and when dealing with customers and colleagues, regardless of the situation Must have the ability and desire to go the extra mile for our customers and for colleagues in order to provide world class service, without ego Knowledge and understanding of cryptocurrencies and the crypto market To apply Interested? If so, please send your full CV by clicking "apply" below, or alternatively, you can contact Marcus at Origin Multilingual on +44 (0)203 762 2899 or email direct to [marcus@originml.com](mailto:marcus@originml.com)

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