

United Kingdom Jobs Expertini®

Sales Executive - French Speaking

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Company: Rethink

Location: London Area

Category: other-general

Sales Executive – French Speaking We have an exciting opportunity for a Sales Executive to contribute the continued success of a group of leading international design events. These events showcase cutting edge designers/brands from the kitchen, home, & lifestyle. The Sales Executive will be responsible for driving revenue into the events through intelligent and consultative selling to potential exhibitors and event partners. You will be representing the event in the industry while developing new business opportunities. Responsibilities: Conduct consultative selling to existing, lapsed, and new business clients. Partnering with clients to develop strong relationships, traveling internationally when required. Identify and research new growth areas for sales enhancing offerings and service portfolio. Feedback on product offering and barriers to conversion enhancing customer experience. Continuously developing market and product knowledge. Attend competitive events and industry trade shows building personal networks advocating our brand. Building a strong, in-depth product knowledge and be able to present our service as bespoke solution. Educating clients to understand the features and benefits of our products and services. Requirements: Fluency in French – A business proficient or native French speaker Referenceable experience working in a Sales role, securing high revenue deals. Curious about the design industry, developing knowledge to become a true expert in the sector. Proactive self-starter able to generate interest, leads and sales. Experience in business development and growing business through a variety of techniques. Enthusiastic about building and maintaining strong client relationships. Willingness to travel internationally as required. Benefits 25 days holiday + Bank holidays Hybrid working – 2 days at home. Pensions scheme. Private medical insurance Free

onsite gymIf you a fluent French speaker and this role is of interest, we would love to hear from you. Make your move and apply.

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