

Sales Consultant

Jobcode UK017

London

Duration at least 3 months

Education

Graduated or studying for BSc or BA

We are a startup business who are developing and operating a jobsite within the mobile/digital platform industry. We are an offshoot of a 6 year old recruitment organisation based in London. We are currently expanding by taking on 6 new interns who will help realise our potential. We have just announced that their new chairman and advisor is the founder and former CEO of Monster Worldwide.

Job Specification

As a sales consultant, you will be responsible for leading the sales efforts by signing up clients within the mobile and digital platform industry worldwide. The goal is to gain client consent to 'grab' their live job requirements from their website. You will also be account managing and providing customer service to our client base.

Responsibilities:

- Use existing databases and data to target warm clients
- Identify new clients worldwide to target
- To 'sign on' a minimum of 200 new clients per week
- Work with SEO/Marketing to promote us through various online channels, e.g. Facebook, LinkedIn, Twitter, Yahoo Groups etc.
- Attend Networking events to promote brand.
- Conceptualise and deliver promotional activities to increase the number of relevant job seekers to the site
- Increase traffic and volume of impressions through the site using all of the above
- Account Manage clients to ensure delivery and identify success rates through the site.

Requirements:

- Excellent Written and spoken English
- Prior sales experience with demonstrable examples of success
- Fluent in one or more of the following languages: German, Swedish, Finnish, Chinese, Italian, French, Dutch, Israeli.
- Professional, diligent and customer centric attitude
- High levels of integrity
- Strong work Ethic
- Goal orientated