



Connect Solutions AG, Clausiusstrasse 50, CH-8006 Zürich
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www.qnect.com

Sales

Development Representative Full-Time • Lyon AREA, France

Are you looking for a new challenge? Do you enjoy customer contact? Would you like to be part of a small and international team? Then we have the perfect opportunity for you!

Our Head of Sales for French speaking markets is looking for a new member of the **Sales Team**. The position will be based in Lyon AREA, France with some home office and some business trips.

Your role:

- Bring new qualified leads through networks, events, outbound calls, e-mails...
- Source new sales opportunities through inbound leads
- Understand client-prospect/market needs and requirements
- When needed, perform effective online demos to prospects
- Route qualified leads to the head of sales for further development and closing
- Maintain, expand and monitor the database of prospects
- Think of new strategies to generate leads
- Contribute to achieve monthly, quarterly and annual sales targets in close collaboration with the marketing and sales team

Requirements:

- Fluent in French and good level in English, German skills are a plus
- Bachelor's degree or equivalent working experience
- Strong interpersonal and communication skills
- Proven capacity to discuss and deal with C level
- Reliability, self-motivation and skilled in self-organization
- Ability to multi-task, prioritize and manage time effectively
- Client oriented
- Ability to work independently and identify new solutions to generate sales
- Proactive team player with an entrepreneur mindset
- Proven experience in Healthcare and/or Hospitality
- SaaS experience is a benefit



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- Relevant work experience in a start-up or early stage company is a plus

Connect Solutions AG is an early stage SaaS company that was founded in 2012 in Zurich. As a secure, mobile-first communication and collaboration platform, the Qnnect app empowers employees. Our technology supports transparent communication, productive collaboration and social learning. Our mission is summed up by: 'Creating better lives by creating better workplaces'.

Starting date: 1st quarter 2019

The Qnnect Team is looking forward to your application!

Please send your application (CV and motivation) to jobs@qnnect.com

Contact:

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