**Sales Development Representative**

Do you want to join a fast growing SaaS scale-up, with a strong trajectory of growth and exciting business expansion plans across Europe ?

DirectSkills, a leading software provider for innovative HR solutions is looking for new talents to build the next chapter of its expansion.

**Position Details :**

The Sales and Development Representative role requires a hunter-mentality and skills to follow up on marketing generated leads and perform independent prospecting. You are familiar with digital growth hacking techniques, social selling and experienced in conducting business over phone and have a good level in English.

**Key responsibilities :**

* Work with our sales team to identify and engage with new customer prospects in large enterprise accounts.
* Execute account based marketing activities to grow sales engagement in dedicated top accounts.
* Support inbound and outbound leads management - connecting via phone, email and LinkedIn and qualifying them.
* Analyse and report on your weekly activities to identify potential optimizations.
* Track all activity in our CRM system to support account and management teams.

**Desired Skills and Experiences :**

* Good conversation and people skills via phone and e-mail, with a sales touch.
* Some initial experience and proven success in sales or business development in the SaaS software / tech industry or in startup environment.
* Analytical and understanding of the need to track everything you do.
* You are really interested in digital selling and growth hacking techniques.
* Ability to work independently and multi-tasking.
* You learn quickly and solve problems on the fly.
* Team player with a customer-focused attitude.
* Knowledge of Salesforce CRM and LinkedIn Sales Navigator preferred.
* Good level in English required, another European language would be a plus.

**About us :**

DirectSkills solutions provide maximum flexibility and responsiveness to our customers to fulfill their contingent workforce requirements while optimizing quality and costs and stay fully compliant with regulations. Each day, named companies in construction, logistic and retail sectors are trusting our platform to better hire & manage their temporary resources.

DirectSkills promotes flexible workstyle, including remote working with offices located in Central Paris.

DirectSkills is an equal opportunities employer, promoting diversity and inclusion.