

BUSINESS DEVELOPMENT REPRESENTATIVE (M/F)

Linkfluence is a leading social data intelligence company, offering organisations a unique approach to monitor, analyse and leverage social media.

Founded in 2006 in France, Linkfluence has achieved more than 50% yearly growth for the past 3 years and has offices in the UK, France, Germany, China, and Singapore. We work with over 350 brands, agencies and public organisations including Danone, Sanofi, McDonald's and Publicis, analysing more than 130 million posts per day from over 300 million sources in 61 languages.

You will be working with a young, energetic and rapidly growing international team of over 200 people. We are looking for passionate and smart people to help us shape the future of social data intelligence.

MISSIONS

We're looking for a talented candidate to help strengthen the Linkfluence UK sales team.

As Business Development Representative, you will be working as part of a dynamic team with an aim to drive the company's rapid growth through acquiring new leads for the sales process.

Your responsibilities will include:

- Reaching out to a set number of prospects per week
- Setting up calls and meetings with potential customers (5 quality calls or meetings per week)
- Acquiring information on prospects including: identifying decision makers, size & structure of team, current services in place, renewal dates
- Maintaining the sales CRM/database with updated information
- Partnering with the Sales Managers to ensure consistency of approach and building of team spirit

Alongside the other new members joining Linkfluence, you will participate in a full training programme. You will be mentored by a Sales Manager to assure constant progression in your role. We offer an exciting career path with rapid progression towards a full sales role.

ABOUT YOU

- 0-2 years sales experience
- Prior experience with Sales CRM preferred
- Previous account entry and lead qualification experience preferred
- Previous experience in marketing, PR or a social media a benefit but not essential
- A positive, self-starter attitude and desire to exceed expectations
- Passionate about the digital ecosystem and social media
- Organised and autonomous
- A strong communicator with good writing and conversation skills
- Confidence to research and reach out to new prospects over the phone and email
- Proficient MS Office experience or Google Docs

REMUNERATION AND ADVANTAGES: Competitive + uncapped commission

START DATE: Asap

CONTRACT TYPE: Permanent

PLACE OF WORK: Primrose Street, London. We work in edgy co-working space in London offering numbers of free activities and the opportunity to networks and socialise

Send us your CV and tell us why you would like to join us at: jobs-uk@linkfluence.com