

SALES DEVELOPMENT REPRESENTATIVE

Linkfluence is a leading Social Data Intelligence company, offering organisations a unique approach to monitor, analyse and leverage social media. Thanks to our social media intelligence platform Radarly and the associated services, Linkfluence captures and analyses more than 200 million posts per day from over 300 million sources in 61 languages.

Founded in 2006 in France, Linkfluence has more than 200 talented people in its offices in the UK, France, Germany, China and Singapore and is growing strongly. We work with over 350 brands, agencies and public organisations including worldwide-known companies such as: Danone, LVMH, Ford, DBS, Korean Air...

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

MISSIONS

Based in Shanghai, as Sales Development Representative you will be working as part of a dynamic and passionate team 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
- Acquiring information on prospects including: identifying decision makers, size & structure of team, current services in place, renewal dates
- Maintain the sales CRM/database with updated information
- Partnering with the Sales Managers to ensure consistency of approach and building of team spirit

ABOUT YOU

- 0-2 years of 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
- A strong interest to grow in Sales

SALARY: Competitive, dependent on experience

START DATE: Asap

CONTRACT TYPE: Permanent

PLACE OF WORK: Shanghai office (Rm 512, 68 Changping Road, Shanghai)

Send us your resume and tell us the reasons why you would like to join us at:

Jobs-CN@linkfluence.com