

SALES MANAGER

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

- Meet or exceed annual sales targets within assigned region and accounts
- Develop and execute a plan to achieve sales targets and expand Linkfluence customer base
- Leverage external relationships and personal network to generate new sales revenue
- Build and maintain strong, long-lasting customer relationships.
- Partner with customers to understand their business needs and objectives
- Communicate value proposition with proposals, presentations and technology demonstrations.
- Work with the customer and internal technology and service teams to ensure solution alignment and successful execution of the engagement

ABOUT YOU

- 3-5 years of proven sales experience consistently meeting or exceeding sales revenue targets
- Experience in cold calling and overall demonstrated ability to generate a personal pipeline of activities
- Proven ability to drive the sales process from opportunity identification and creation to close, understanding of the sales cycle
- Proven ability to articulate the distinct aspects of technology, and services and position them against competitors in a consultative manner
- Familiarity and experience with selling value propositions involving SAAS, Social Media, Integrated Marketing Services, Business Intelligence, Analytics, or Big Data
- Demonstrable experience in developing client-focused, differentiated and achievable solutions
- Excellent listening, negotiation and presentation skills
- Self-starter, with the ability to develop a pipeline with limited supervision
- Excellent verbal and written communications skills
- Fluent in English and Mandarin, with excellent written and verbal skills
- BA/BS degree or higher
- Proactive, self-driven, entrepreneurial attitude

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