

**SALES ADVISOR – Document Management and Data Protection Solutions**

Labgroup, leader dans les domaines de la gestion de documents et de données informatiques, est actif au Luxembourg depuis près de 40 ans. Notre groupe est également présent en Irlande et à Gibraltar. Labgroup est certifié ISO 9001:2015, ISO 14001 et ISO 27001 et est accrédité à Luxembourg "Agent de communication à la clientèle" (29-1), "Opérateur de Systèmes informatiques Primaires du Secteur Financier" (29-3), "Opérateur de Systèmes informatiques Secondaires et de réseaux de communications du Secteur Financier" (29-4), Prestataire de services de dématérialisation et de conservation» (29-5 et 29-6).

**We are currently looking for a Sales Advisor****Job Description:**

We are looking for a motivated Sales Advisor to sell document management and data protection solutions. This is a hunter role and you will be in charge of client acquisition in a fast moving and full of challenges environment.

**Responsibilities include:**

- Achieve sales targets
- Identify key contacts to address
- Qualify prospects using Labgroup sales tools
- Drive complete sales cycle
- Make presentations to senior managers and decision makers
- Work with Presales team where required to address customer specific requirements
- Provide internal feedback on market trends and opportunities to deliver greater value to customers
- Be a positive representative of the company and its brand
- Conduct all sales activities with the highest degree of professionalism and integrity

**Your profile :**

- Have a proven sales or business development experience, with an IT or Document Management background
- Have great verbal and written skills in French as well as in English
- Act as a trustful advisor in front of new prospects
- Enjoy new and exciting challenges
- Be persuasive, persistent and patient
- Be able to cope with pressure
- Be flexible and adaptable
- Have a mature personality
- Have good organisational skills

Please be part of a great team with a fantastic working environment located in Grass.

To apply, please send us your CV with a recent picture and a cover letter at the following email address: [recruitment@labgroup.com](mailto:recruitment@labgroup.com).

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**Employee Type: Full-Time****Location: L-8346 Grass**