

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, également présent en Irlande et à Gibraltar est certifié ISO 9001:2015, ISO 27001, ISO 14001 et est accrédité à Luxembourg "Agent de communication à la clientèle-Article 29-1", " Opérateur de systèmes informatiques et de réseaux de communication du secteur financier - Article 29-3", "Prestataire de services de dématérialisation - Article 29-5" et "Prestataire de services de conservation - Article 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.

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