

JUMP INTO THE ENTREPRENEURIAL ADVENTURE



Job Description

Sales Agent

We are looking for entrepreneurs! Autonomous, passionate about customer relations, results-oriented and excellent from negotiation to execution.

As an independent Econocom sales agent, your company benefits from a representation mandate with a defined list of customer accounts. You will act as a business manager exclusively to represent our products and/or services or leasing division with customers. For more than 40 years, Econocom has developed an expertise in the management of sales agents, an outsourced go-to-market at the heart of its growth strategy.

As an entrepreneur, you will be responsible for developing sales, managing a customer portfolio, and promoting Econocom products and services.

Responsibilities:

- Prospect and source customer accounts on which you will benefit from an exclusive representation mandate.
- Define and implement a process for prospecting and winning new customers.
- Analyse the market and identify new opportunities.
- Negotiate profitable deals with customers on behalf of Econocom.
- Manage the entire sales cycle, from prospecting to the conclusion of contracts on behalf of Econocom.
- Develop lasting relationships with customers and ensure their satisfaction.
- Operate independently, while benefiting from a partnership relationship with Econocom, based on proximity and regular exchanges.
- Achieve and exceed the expected turnover shared ambition.

Required profile:

- You are an experienced salesperson, who aspires to become an entrepreneur, or you are already an entrepreneur, and you want to bring new energy to your business. In both cases, you have solid experience in the products and/ or services or asset finance.

You have a solid base of professional skills:

- Solid knowledge of the environment, products and/or services or asset finance.
- A detailed understanding of the structure and dynamics of markets, the evolution of customer needs, the offer, and the activity of competitors.
- An ability to analyse customer needs, to move from identification of these requirements to the shared definition of the right strategy to implement.
- An ability to translate and formalise business development opportunities within a customer account with an “Account Plan” approach.

- An ability to demonstrate agility in approaching customers and adapting responses to the specific needs expressed.
- An ability to monitor, manage and evaluate the actions implemented.
- An excellent level of communication with customers, understanding their specific needs and responding to them in a personalised manner.
- Detailed knowledge of the offers, a solid ability to influence key stakeholders, by establishing a relationship of trust, continuously listening and proposing adapted solutions when required.
- A strong ability to negotiate, continuously reviewing requirements and maintaining a good quality of customer relations, with a strong results orientation.
- An ability to unite, motivate and mobilise stakeholders around a shared project.
- An ability to work in a team, to solicit know-how and good practices to succeed together.
- An ability to know how to define and decide and agree priorities.
- An ability to set ambitious objectives, manage and evaluate the actions implemented.

You also have strong leadership skills:

- Ability to work independently.
- Agility in business conduct.
- Team spirit.
- Reliability.
- Customer and result orientation.
- Pragmatism and tenacity.
- Authenticity.
- Ability to work cross-functionally.

You demonstrate a state of mind that reflects:

- Daily, the values of boldness, good faith and responsiveness.
- An ability to develop and maintain transparency in exchanges with Econocom, by demonstrating an impressive work ethic.
- An ability to be autonomous and demonstrate strong personal discipline.
- An ability to work independently, while benefiting from a partnership relationship with Econocom, based on proximity and regular exchanges.
- The desire to achieve and exceed the shared turnover ambition.
- An opportunity to put new life into the mandate of common interest which links you, the customer and Econocom.

By signing a contract with us, you will benefit from:

- The reputation of a leading company in the European market.
- Uncapped earning potential. Commissions are paid on profit made.
- A corporate culture based on entrepreneurship, operationality, performance, autonomy, audacity, responsiveness, and good faith.
- Personalized initial training, to help you improve your skills on Econocom's offers.
- Commercial marketing tools (pre-sales), to facilitate the conclusion of contracts with customers.