

## **Bilingual Field Sales Representative**

### **Your responsibilities**

- You are travelling **in and to the Germany, Austria and Switzerland** to conclude the appointments made by our telephone prospectors. You will be negotiating the conditions of the service we are providing.

### **Skills required**

- previous experience in customer relationship and face to face client and prospect meeting on the field.
- ability to negotiate business in German
- fluency in French to communicate with the headquarter based in Paris, France.

Norphone Production is an international call center based in the heart of Paris. We are offering a high value service to professionals.

Due to continued expansion, we have an **immediate vacancy** for an experienced and highly motivated field sales representative willing to conduct business in Germany, Austria and Switzerland.

You will be the field representative of a telesales team making appointments for you with our prospects and clients in Germany, Austria and Switzerland. You will be responsible for face to face client and prospect meetings on the field there. You will spend **95% of your time on the field and 5% in Paris at the headquarter.**

You have ideally gained previous experience in negotiation, sales and prospection with international professionals as a field agent. The ideal candidate will possess a minimum of 2-3 years business to business sales experience gained within a client facing role.

You have the ability to **speak German and French fluently** and you are an excellent communicator with the desire to win, develop and manage numerous clients.

A driving licence is required.

The salary is composed of a fix and bonuses (which are not limited).

The successful candidate will be trained in all aspects of the sales process with excellent ongoing training provided.

**Permanent and immediate position.**

If you like travelling, building relationships with new clients and if you are hard-working and have a strong team spirit, the job is for you so do not hesitate to send us your application by e-mail!

### **Contact**

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