

Junior International Business Developer trilingual

An EdTech scale-up that develops innovative platforms and training for more than 150 large companies and their employees worldwide

Job Description

Sale the solution: online training offers to HRDs, CDOs, Head of Transformation of targeted companies.

It is necessary to be comfortable with a long and consultative sales cycle while networking.

Our Client offers a technological solution that integrates content to train employees but especially to accompany companies in large-scale transformation processes (managerial, digital, environmental etc).

You will be part of a tight team with a fairly large hunting ground and very different customer issues.

You will be responsible for the entire sales process:

- Identification of priority targets and mapping of major accounts + recovery of qualified leads by SDR
- Qualification call and the demo of the solution
- Monitoring the B2B sales cycle (multi-contact: HR, Internal Comm, DSI, etc.)
- Negotiation and closing

Then you pass the baton on to the Customer Success Management team, and repeat.

The Successful Applicant

Bachelor / Master Degree

Ideally you have a minimum of **1 to 4 years of experience in selling services/ B2B technical solutions** (with a real knowledge of digital)

You have first significant experience abroad or have evolved in an international environment

You are able to build and developed relationship (Hunting and Farming Clients)

Results-oriented, you participate in the implementation of the sales strategy and know how to design presentations and sales materials.

You are familiar with Social Selling.

Total ability to work, express and write in **German (Swiss-German), English**. French a plus.

You would like to be able to grow, learn, develop yourself within the company.

You are autonomous, intrapreneur with a great sense of responsibility: you would like to handle a challenge where you can build everything

You appreciate the contact with decision-makers, you express yourself and present well.

You are motivated by challenges, curious and dynamic.

You are organized, creative and proactive.

You are known for your curiosity and you are eager to learn a lot of new things.

You are interested in the skills of the future, the world of business, engaged digital training and technologies.

You have a good analytical mind and good writing skills.

You have good interpersonal skills.

You are sensitive to teamwork (sharing information, exchanging regularly) while working in autonomy

What's on Offer

Starting : As soon as possible

Location: Switzerland (attached to the Lausanne office)

Contract: CDI

Salary : (fixed + variable) adjustable according to your level of experience.