



**Inside Sales – Business Development – German as native language
Based in Montpellier, South of France**

About the Job :

Expernova.com, an expanding, innovative software company based in Montpellier, south of France, is seeking an experienced Inside Sales Executive, fluent German speaker.

You will be responsible for:

- Identifying key decision makers responsible for Research and Development, Innovation, Open Innovation, mainly in the large corporations in the UK, US or northern Europe Markets.
- Calling and qualifying existing leads that come in from web downloads, enquiries and trade shows.
- Contacting existing accounts with a view to upselling, cross-selling or identifying opportunities to increase sales.
- Prospecting new accounts by contacting old leads, using initiative and research new targets to call from cold and develop into leads.
- Performing online demonstration of the Web application, support and training
- Payments monitoring and following;
- Participating in Product development close to the customer needs

Participation in the international development of a technological and innovative company is a real challenge!

Candidate Profile

The successful candidates must be outgoing, self-motivated and highly disciplined with an enthusiastic and optimistic attitude. You will have a track record of success in lead generation, outbound sales or telemarketing, ideally in an IT environment. You will have good spoken and written French as well as total fluency in German, with strong communication skills particularly over the telephone and email, as well as excellent time management and multi-tasking skills. You will have strong internet and MS Office skills.

About the company :

Expernova is a startup based in a French very dynamic region, along the Mediterranean Sea. Expernova.com is an Innovation Intelligence service, with customers in more than 17 countries (France, Switzerland, UK, USA, Denmark,...). Expernova is part of the very stimulating trend toward Open Innovation.