

We need you !

Inside sales Representative H/F



Give every professional in the world the advantage they need to stand out.

We improve their client acquisition as a team and ensure their success.

Our sales tech allows thousands of professionals to optimise their brand's online visibility and grow their client portfolio.

Welink offers unique visibility and delivers quality client requests to each company.

Welink is a French tech company that provides unique solutions to SMEs to boost their business thanks to effective lead management and digital marketing.

Since 2018, **Welink** has set up multiple matchmaking platforms specialised in various business sectors. Initially implemented in France, our sales tech is now present in 8 countries and offers solutions to connect each specialised professional with their client and to handle their firm.

<https://www.welinkaccountants.co.uk/>

<https://www.welinkbuilders.co.uk/>

<https://www.welinklegal.co.uk/>

<https://www.welinkagencies.co.uk/>

Two new platforms are in development and our expansion in three other countries is planned for 2021.

And this is where you can play a part, as to conquer the world we need to surround ourselves with the best!

Job description:

To go on and conquer Europe we are currently looking for new sales and development profiles.

Magic will happen if you are at ease with human communication and phone calls.

As part of the growth and development of our business activities, you will be responsible for cold call professionals in order to convince them to join our platforms.

With the CRM Salesforce and backed by a team of professional prospectors, your objective will be to create new partnerships.

Your objectives: convince your prospects that we have the ideal solution for their daily dilemmas.

Your objective is clear, as soon as you pick up the phone: close the deal. Your turn to shine!

Top 4 of your main missions:

- 1 Managing the sales process on the phone until the deal is closed
- 2 Pre-qualify et approach prospects on the phone
- 3 Update and develop our client database
- 4 Study the market to detect new potential targets

Why join us?

In our startup that is growing at a fast pace, you will be challenged and stimulated on a daily basis. More than a simple job, it is a true mission this is being offered to you today, oriented towards ambition and audacity.

If you have what it takes then you will also be able to enjoy these great rewards:

- Having a meaningful job, and being able to evolve rapidly,
- Working with a solid, cosmopolitan team,
- Being trained and accompanied throughout your mission,
- Taking part in our events
- Enjoy a stable salary and unlimited commissions

It's the perfect opportunity to:

- Play a major role in the growth of an ambitious company
- Join a joyful team always ready to dominate the global market
- Be perpetually pushed to success
- Be part of a growing company full of opportunities and room to grow!

What we are looking for

This job is for you if:

You have a strong interest in new technologies. You are looking for a dynamic startup that will offer you the possibility to evolve quickly in a growing market.

We are looking for a candidate with a commercial background with previous experience in sales.

- You are comfortable with calling
- You are motivated, autonomous and persistent
- You have for ambition to evolve in terms of salary and role in the short term
- You wish to work in a multicultural environment

Language:

You are a native, French or Spanish or Italian or Portuguese or English speaker

The onboarding process:

- A 15-minute meeting with the HR team by phone or videoconference to further understand your wishes and to verify that your values align with those of our culture.
- You can apply @welink.apply@we-link.com or follow the flashcode below.
- A 15-minute online test
- A 30-minute meeting with your future manager to explain to you what is expected from you and to evaluate your specific skills.
- A quick 4 to 5-minute questionnaire to learn more about yourself

Welcome aboard!

Link to our LinkedIn Company page : <https://bit.ly/2ONOBGZ>

