

## Sales Representative with French and English

#LeadGeneration #Sales #YoungAmbitiousTeam #ProfessionalGrowthOpportunity

**Advent Life** is part of **Advent Group** – an established industry leader in the education and healthcare industries with a global presence on five continents through legal entities in Paris, Sofia, and Montreal as well as representatives based in London, Munich, Kuala Lumpur, and Miami.

For 16 years now, Advent has been providing premium services to over 500 top-ranked and accredited international universities and leading companies globally.

Our social responsibility and engagement to serve corporate and educational institutions since 2004 has led us to provide our clients with a full range of certified Personal Protective Equipment (PPE), predominantly produced in the EU.

Through our involvement with selected and trusted partners in designing finished products and managing quality control and end delivery of PPE, we can supply corporate, public, and private institutions with the highest level of equipment for a healthy business and social life.

We are currently looking for responsible and self-motivated individuals with an international outlook to join our growing team. The applicants we select are good team players with can-do approach, a strong sense of professionalism and customer-oriented approach.

### The Offer:

- Being a part of special projects and having the chance to make a difference
- Dynamic workplace
- A strong supportive culture
- Professional development opportunities
- Quality working conditions
- Health and wellness programmes
- Office childcare service

### The Job:

As a Sales Representative, your overall responsibility will be to generate and qualify sales leads, predominantly from France. This important role will work across functions and will interact with both Bulgarian and international manufacturers, importers, distributors and vendors, as well as corporate clients, medical, pharmaceutical and PPE companies. The additional job responsibilities include:

- Preparing sales action plans and strategies
- Performing searches to source suitable buyers for PPE equipment and COVID-19 related materials (mainly in Europe: France) and creating a solid database of prospective sales leads
- Sourcing and developing client referrals
- Making sales calls to new and existing clients and scheduling sales activities
- Planning and conducting various direct marketing activities
- Developing sales presentations of company products and services for current and potential clients
- Concluding sales deals and signing contracts
- Following up on the concluded deals

### The Requirements:

This position requires a candidate with a passion for sales who has the expertise and is a result-oriented, persistent individual. You should also have:

- Proven track record of lead conversions
- Ability to handle multiple projects and meet deadlines
- Energy, motivation and genuine drive to accomplish goals
- Proactive attitude with curiosity and desire to learn and grow
- Excellent communication skills to inspire partners and staff, and to represent the brands

- An existing network in the PPE/ medical industry would be considered an advantage
- Fluent in both French and English

If interested, please, send us your CV in English.

By submitting your CV you agree your CV to be kept in our database for a month and used for the purpose of this job vacancy.

Only shortlisted candidates will be contacted.