

Senior Sales & Tendering

[Commercial Senior : Appel d'Offres Grands Comptes]

OPEN POSITION at ActiveEon. <http://www.ActiveEon.com>

LOCATION: Nice and/or Paris

SUMMARY

ActiveEon is a high-growth, dynamic IT Company that recently closed a round of investment with several VCs, including KIMA Venture created by Iliad-Free founder: Xavier Niel.

In a position of Senior Sales, in a multi-product, multi-channel environment, you will be primarily driving our **National and International Tendering Sales**, mainly at large accounts, public organizations and private companies.

Sales experience in IT and Software is required. Knowledge of Cloud and/or Open Source models would be appreciated.

The position requires direct customer contact as well as working in close relation with ActiveEon CEO, other Sales staff, and Pre-sales. The day to day work involves account and tendering identification, initial sales contact, building-up the tender proposal, management of the entire follow-on process, closing. It also includes project manager support during and after project with client liaison.

GENERAL DUTIES & RESPONSABILITIES:

- Develops annual Tendering Sales Plan in support of organizational strategy and objectives
- Maximizing sales opportunities for the organization
- Provides input to marketing plans and budgets
- Participate to the definition of multiple channel selling strategies
- Engage directly with customers
- Maintain key customer relationships and develop and implement strategies for expanding the company's customer base
- Recommends sales strategies for improvement based on market research and competitor analyses
- Participate to trade shows with specific preparation to maximize the show wrt. Tendering
- Periodical reporting of business performance as required
- Performs other related duties as assigned by management

KEY TENDERING DUTIES & RESPONSABILITIES:

- Directs implementation and execution of Tendering sales policies and practices
- Ensure pre-qualification and tenders are undertaken to meet customers' requirements, and that sufficient resources are available to complete tenders
- Clarification of the requirements with client
- Arranging technical and commercial bid strategy meetings as necessary
- Liaise with other managers to ensure client's requirements can be met
- Negotiates contract terms with support from the company executives
- Review of complete enquiry, ensuring technical and contractual sections are reviewed as necessary by competent persons within the company
- Assessing resource availability in respect of enquiry

- Preparation of pricing, including costing resources, verification of resource requirements and timings for lump sum elements
- Ensuring that proposals are technically competent, innovative where appropriate, fully addressing the client's stated requirements or agreeing preferable solutions/alternatives in advance of submission
- Post submission clarification of Tender and revisions to tender following changes to client's requirements
- Transfers project requirements and contract terms to project managers
- Supports project managers during and after projects, particularly with client liaison

DESIRED SKILLS & EXPERIENCE:

- A minimum of 8 years' experience in a manager sales role, and a minimum of 5 years' experience in Software and IT, and/or Cloud Computing, Cloud Hosting & Services.
- Capability to understand and master complex, technical IT and Cloud Tenders
- A previous experience in a software startup would be appreciated, as well as Open Source knowledge
- Established contacts and relationships with potential customers and channel partners
- Be a market-sensing leader that obtains competitive knowledge and critical information
- Outstanding consultative selling abilities and excellent interpersonal skills
- The ability to organize and manage multiple priorities
- Demonstrated business skills in forecasting, budgeting, training, presentations, and selling products
- Demonstrated communication and listening skills
- Strong presentation and communication skills are required
- Ability to travel domestically and internationally
- Practice of CRM, and all office software
- Mastery of at least both English and French languages

BENEFITS:

- A remuneration package commensurate to the position (fixed and variable) including the possibility to acquire stock-options.

HOW TO APPLY FOR THIS POSITION:

Send CV and motivation by email to Denis.Caromel@ActiveEon.com.