

Key Account Manager

WHO WE ARE:

Headquartered in Paris, Talentoday developed a talent assessment application with the purpose of revealing human potential by providing individual insights with psychometric instruments and predictive analytics. Our online platform, Talentoday Manager[®], was developed by our accredited team of psychologists, neuroscientists, data scientists, and HR experts to provide world-class talent acquisition and development products. These tools were created to help our clients and partners train and retain top talent, as well as optimize their hiring practices.

Currently we have millions of users and hundreds of clients, spread across more than 160 countries, using Talentoday to find the perfect professional "match." To help us expand our application and provide more professional matches to talent and companies alike, we are expanding the Talentoday team!

WHAT YOU'LL DO:

This Key Account Manager position will be primarily in-charge of business development (hunting) and onboarding strategic clients for both French and international (English speaking) accounts.

- Become an SME in Talentoday's web application and conduct demos for prospective customers, both in-person and remotely, providing your expertise in how Talentoday can benefit their business.
- Identify strategic opportunities and execute complex sales cycle with customers on an international level.
- Achieve quarterly and annual sales metrics as determined by Talentoday leadership.
- Deliver weekly business development reports to members of Talentoday's leadership team.
- Develop sales road map based on target territories and industries.
- Collaborate with internal stakeholders to best address client questions and ensure a clear understanding of the science and capabilities behind Talentoday's assessment.
- Coordinate the support of internal resources, such as development and marketing, to finalize and achieve the booking of key account.
- Create client business proposals and negotiate contract terms that are a win/win for both Talentoday and the client.
- Collaborate with Director of Customer Success to ensure clients have a seamless implementation with Talentoday.
- Generate new leads through a number of outlets, including networking, conferences, and existing customer referrals.
- Mentor sales individuals and share business development expertise and knowledge.
- Adhere to Talentoday's sales process, keeping all Salesforce records up-to-date and ensuring accuracy of the data presented.
- Act as a point of escalation for customer issues, as monitored by the customer success team.
- Build and maintain a network of contacts to ensure long-term relationships.

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WHAT ARE WE LOOKING FOR:

- 4+ years in sales position with heavy SaaS (or similar) experience
- Proven ability to achieve predetermined KPI metrics
- Must be able to read, speak and write in French at a full professional proficiency or higher
- Must be able to read, speak and write in English at a full professional proficiency or higher
- CRM experience required, with Salesforce experience a plus
- Knowledge of HR processes a plus

THAT'S GREAT, BUT WHAT ABOUT EMPLOYEE OFFERINGS?

- Annual bonus potential for achieving agreed upon KPIs
- Opportunity to work for a growing international technology company
- Convenient office location in the 2nd arrondissement next to the Bourse metro station

Please send all questions and CVs to Emily Sloan at e.sloan@talentoday.com.