

ENTRE-PRISES IS RECRUITING A SALES REPRESENTATIVE FOR ITS FRENCH ENTITY

ENTRE-PRISES is a subsidiary of **ABEO**, a French group that ranks among the world leaders in the sports and leisure equipment sector.

Based in Sainte-Hélène-du-Lac (73), **ENTRE-PRISES** specializes in the design, manufacture and distribution of tailor-made solutions for **sport and leisure climbing all over the world**.

Equipping the world's biggest climbing competitions, the company's products are mainly used by private clubs, public gyms, schools and leisure centers.

ENTRE-PRISES counts around **forty employees** and generates a turnover of **more than 10 million euros**.

WE ARE RECRUITING A SALES REPRESENTATIVE FOR OUR FRENCH ENTITY

As a member of the Sales team, the Sales Representative is in charge of **promoting and selling the brand's projects and products** in line with the targets set.

More specifically, your main tasks will be as follows:

- Develop and maintain a portfolio of customers/prescribers
- Ensure that all useful information is collected in the pre-sales phase: information required for quantifying a project or registering an order, etc.
- Independently qualify and priorities incoming requests in his/her area
- In coordination with the various departments, draw up budget estimates, costings, formalize quotations and sales proposals
- Carry out a project review with the project manager at the start of the study
- Develop a solid argument on the strengths of our company
- Contribute to the gathering of market information in your area (competitive information, evolution of demand, etc.)
- Actively promote the EP brand
- Ensure an active presence at trade shows and on professional social networks

You have **experience in a similar B-to-B sales position (2 to 5 years)**.

Your interpersonal skills and listening ability will be your greatest assets if you are to flourish in this role.

You will have strong **commercial skills** (legislation, sales techniques). Knowledge of the business sector (indoor leisure, climbing), customer types and products would be a plus.

You have a good command of office tools such as word processors, spreadsheets, presentations and CRM.

Your fluency in English will also enable you to work in an international professional environment.

This position requires occasional travel.

This opportunity is available as soon as possible.



If you're passionate about sport and want to join a small, dynamic company with a strong sense of team spirit, this is the opportunity for you!

Are you interested in this position? Send your application to abeo-92ftzj7250@candidature.beetween.com