



Change the world, **one act at a time.**

Sales Manager (Fr/ En) Based in Paris, France

Around the world, people, society, governments and businesses are growing conscious of the impact that our actions are having on the planet and its inhabitants, and are rallying for change. Companies and brands have the opportunity to send a clear message that they are a force for good, beyond profit. Companies are in a unique position and have immense potential to engage their employees for good.

At Alaya, we empower people to change the world, one act at a time. We believe that everyone can make a difference, no matter how small it may seem. We make corporate giving and employee volunteering easy, customisable, and measurable, while driving outcomes that matter to companies, employees, and non-profits across the globe. Offering a Software-as-a-Service (SaaS), our technology and world-class service enable companies to build a compassionate, purpose-driven culture and engage employees while serving the community—all through one platform.

In order to expand our team of 17 people we are currently opening an office in France and looking for a Sales Manager for the French market.

Key Responsibilities

You will be part of the sales team and, after an initial training, your main objective will be to expand our operations with companies in France.

Among other tasks you'll be involved in the following activities:

- Understanding partner/client needs and proposing an adapted solution
- Generating new qualitative leads
- Cold calling to present our solution and set meetings
- Face-to-face meetings and demos with company prospects
- Presenting our digital platform and services to potential customers
- Advising on Employee Volunteering, Corporate Giving and Impact Reporting
- Analysing the market and the latest trends of the sector
- Brainstorming new solutions and services together with the management team
- Signing new corporate partners and supporting the onboarding of users

Benefits

This is a permanent, full time, position in a fast-growing start-up. You will be expected to take responsibilities by learning and proposing new solutions and alternatives to the team.

You will be part of a young and motivated group of professional who are passionate about making a difference in the world. We offer a great work environment, a challenging and motivating role with the possibility of taking more responsibilities as the company evolves.

You'll be joining a start-up in a very exciting stage, of rapid growth and international expansion. You'll join the company after a successful Series A investment and sky is the limit!!!

Who we are looking for

The role is based in Paris.

The ideal candidate would:

- Have a previous experience in sales or business development or simply a passion for reaching out to people, presenting a service/ product and negotiating
- A bachelor degree in management, administration, marketing, international relations or a related field
- French as a mother tongue and be fluent in English, with perfectly written skills.

- Not be afraid of the phone or of being challenged by the Human Resources Director or CEO of a Fortune 500 company

You live the Alaya Values!

- Passion: You inspire others. You care deeply about Alaya's success and your colleague's success. You celebrate achievements!
- Innovation: You re-visit issues to discover practical solutions to difficult issues. You challenge assumptions and suggest better solutions. You keep it simple.
- Performance: You accomplish great amounts of important work. You demonstrate strong performance, above your peers, and colleagues can rely upon you. You make mistakes. But learn quickly from them!
- Ethics & Respect: You make no compromises when it comes to ethics. You don't hide information, you never lie, you don't jump into conclusion without sufficient information. You always respect everyone around you, no exception.
- Curiosity: You learn quickly and eagerly. You seek to understand our business, strategy, users.
- Fun: You bring happiness to work and make people around you happy. You make jokes, and accept jokes. You're pleasant to work with.

Most importantly, you have a passion for doing good and engaging people to change the world for the best.

Interested? Please send your CV to career@alayagood.com

