

**You have a strong commercial temper and the desire to give meaning to your job? Take part of the European expansion of a fast growing technology company serving all farmers with connected weather stations. Located in Lille, you help our sales development in Germany.**

## Your mission

### Your principal Mission : Telephone conversion of quotation requests / Lead conversion

- Sending quotes by email from the CRM
- Relaunch of the prospect database in order to convert them into customers.
- Call back the prospects who asked for an online or offline offer.
- Explain to the prospects our offer and its benefits
- Identify and generate a lead flow to convert customers via different channels
- Contact your prospect base for marketing & upselling campaigns
- Follow the sales metrics
- Distance training of prospects on the application to inform and convince them of the usefulness of our products and services.



### Support for the field sales team

- Participate punctually to national trade shows
- Respond to customer requests and direct them to technical services
- Set up appointments for the french field sales team
- Propose ideas to improve processes



## Who are you ?

- You have a first successful experience in sales or strong interest for sales.
- You benefit from communication ability, listening skills & resiliency to be able to handle objections. Words like commitment & customers relationship are meaningful to you.
- The knowledge of the agricultural sector is appreciated.
- You are fluent in Deutsch.

## Join Sencrop !

Sencrop is a European ag-tech start-up company, based in Euratechnologies (Lille, France), Europe's third largest startup accelerator.

12 000 farmers are using our connected ag-weather stations to receive ultra-local & reliable data. Sencrop makes it easy to decide the course of action farmers should take in any weather event & to make the right agronomic choices at the right time: crop protection / sowing / irrigation ...

Our mission is to make technology more accessible, using it to make the practice of agriculture more precise, more efficient, and more environmentally friendly.

Positioned at the cutting edge of innovation in connected agriculture, Sencrop won the top award for its high-precision agrometeorological station and platform at the 2017 SIMA Innovation Awards ceremony.

## Good to know

- Contract : permanent
- Salary : according to experience
- Location : Lille, Euratechnologies, at center of the European Tech