

Sales Executive - Freelance

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Company: DiliTrust

Location: Belgium

Category: other-general

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Sales Executive - Freelance

Full Time

Belgium

Remote

With Professional Experience

4/9/24

Sales Executive

Ready to be part of the Legal Tech revolution?

As the leading SaaS publisher in Europe, Dilitrust is transforming legal departments worldwide with cutting-edge technology.

Our Impact: From General Meeting reports to AI-assisted contract life management, our teams across France, Spain, Italy, Canada, Mexico, and MEA are the driving force behind our global success. We are pleased to provide daily support to 2,300 customers in 50 countries, with a 80% of them being Cac 40 companies.

Our Ambition: To be the first French legal tech to achieve Unicorn status, with a valuation

surpassing €1 billion.

Our Recognition : Dilitrust has been recognized for offering a positive and stimulating work environment. We are proud to have been awarded the Happy at Work and “Tech at Work” label since 2019.

What will you find at DiliTrust?

Innovation Be at the forefront of legal tech advancements.

Global Impact: Collaborate with diverse teams in an international and multicultural context.

Career growth: Grow and develop within the future unicorn of legal tech.

Stimulating workplace Experience the positive Happy at Work environment.

Your tasks :

██████████ in the Sales team.

Searching for our future clients by prospecting by telephone, email, LinkedIn...

Covering all phases of the cycle from prospecting to contract signature

Carry out a high-level analysis of the needs and requirements of prospects

Submit solutions to customers with optimal demonstrations

Prepare sales proposals and quotations

Document sales activities in Salesforce CRM

Profile required:

██████████ :

You have at least 5 years' experience in a similar position in the IT/Tech/LegalTech sector

You love anything digital, technology, AI

You like to prospect and find new customers, perseverance is one of your main qualities

You love human contact and you have above-average commercial strength

You are careful in your expression, you are the ideal interlocutor for our customers

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