

Your responsibilities

As a sales engineer, your scope of action will be as follows:

- You prospect for new customers and
- expand existing perimeters in 1 or more sectors,
- You obtain and carry out customer appointments,
- You participate in and implement the SEO strategy,
- You identify and qualify new opportunities,
- You will be involved in drawing up sales proposals, preparing and leading sales presentations and negotiations,
- You draw up charts of accounts and contribute to the firm's reporting process.

Alongside your commercial activities :

- You are responsible for internal coordination and mobilization of consultants and managers,
- You take part in external communication initiatives.

Your profile

Graduated with 5 years of higher education in business or engineering studies with a real

You must have at least 2 years' experience in a similar position and be familiar with the Nantes basin ecosystem.

Your qualities and skills :

- Excellent interpersonal skills and ability to bring people together;
- Challenge and ambition;
- Entrepreneurial spirit ;
- Dynamism, proactivity and flexibility;
- Thoroughness and reliability;
- Pugnacity and autonomy;
- Ability to interact with high-level contacts;
- Expertise in several types of sales: TA, fixed-price, projects, managed services ;
- Referencing management ;
- IT and ideally cyber culture.

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Workplace: Nantes
Remuneration: according to profile
Teleworking: possible
A friendly, caring atmosphere

In a nutshell...

Formind, the French independent leader in cybersecurity with over 300 consultants, has enjoyed sustained growth since its creation in 2010. PASSI-qualified, Formind supports its customers in all cybersecurity issues with a risk-based approach, strong pragmatism and committed values. Based in Nantes and Rennes, Formind Ouest is growing fast and is looking for a business engineer to continue the adventure in the Nantes region.

Formind is also proud to have been awarded Happy@Work status for the 7th year running.

Envoyez votre candidature à

recrutement@formind.fr