



Cloud P2P Automation. Easy. Powerful. Smart.

We are seeking talented individuals to contribute to Yooz's development...

Yooz is recruiting a

Sales Consultant to conquer the UK (M/W)



Your mission at Yooz?

Help develop a new Yooz territory by turning our leads into clients and Yooz fans

Who are we ?

Yooz provides AP automation solutions. A pure SaaS player, we have attracted more than 100,000 users in over 20 countries (including Spain, France, the UK and the USA) in only a few years.

We are always looking for outgoing, committed, passionate individuals who share our ambitions and values and who enjoy the satisfaction of a job well done. Identifying with our values and committing to our business project will guarantee a successful partnership.

We have an ambitious development plan: continuing to ensure the satisfaction and involvement of our clients, securing our position as leader in France, strengthening our market share in the USA, taking significant positions in Europe, Canada and South America, broadening our service offer and more!



Our values

Integrity

Innovation

Excellence

Agility

What we offer

A young, motivated team that shares unifying values

A vibrant market, in which Yooz is enjoying strong growth

100% of our AE are beating their goals

International development prospects

+80
employees

+50%
growth

+100%
bonus

Spain, US,
UK...



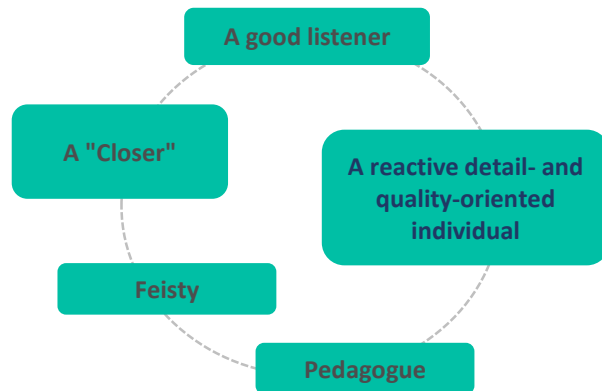
Position benefits

You will be joining Yooz's sales team and will be in charge of developing the UK market. In this capacity, you will:

- Turn leads that have been qualified by marketing into new clients
- Qualify prospects' needs and determine the best functional responses
- Present and demonstrate the product, eventually helping your prospects evaluate the solution
- Close the deals
- Accompany your clients as they implement the solution, guaranteeing their satisfaction and enthusiasm, before entrusting the client to the loyalty-building team.

You will have access to a wide range of tools and resources to fulfil your mission:

- All the IT equipment: fixed and mobile, Office 365, CRM (Salesforce, with access to your clients' Yooz user data), Marketing Automation (HubSpot), etc.
- Client communication campaigns with dynamic and relevant marketing
- Public demos or your own customized demo scenarios adapted to the prospect's context
- Pre-sales consultants familiar with supplier invoice management
- Motivating and experienced coaching to help integrate and guide you
- And.... all your talent!



Your qualities

- You have a **higher education focused on sales**.
- You are **bilingual** (French and English).
- You have **successful solution-marketing experience**, ideally in software publishing.
- You have a conqueror's spirit and a **consultant's** mindset. You enjoy building the ideal solution with your prospects.
- You have **organized webinars** and **online demonstrations** or feel at ease doing so.
- You are highly **business-oriented** with a good **IT culture** (accounting skills would be a true asset).

Think you have the energy and talent to contribute to Yooz's development?
Send your resume and letter of application to direction@yooz.fr, indicating reference no. 201903_SCCONUK-vEN

