

3 à 5 ans d'expérience

Réf : 2609231404

Sales & customer success specialist

Ma recherche

Je recherche tout type de contrat, dans toute la France, dans le Batiment.

Formations

Bac +5 à Higher Institute of Accounting and Business Administration - Manouba, Tunisia

Master's in Management - Accounting and Financial Techniques

Expériences professionnelles

01/2022 - à ce jour :

Freelance Sales Development Representative

Conducted high volume outbound campaigns (60+ calls, 100+ emails/day) with 30%+ conversion; qualified leads, clarified needs and provided product recommendations; maintained CRM pipelines with accurate notes and sales progression tracking; adapted messaging based on ICPs, boosting engagement by 20%.

01/2022 - 12/2023 :

Sales & Customer Success Coordinator chez Connectly Services

Built outreach and follow up processes, increasing demos booked by 25%; partnered with marketing to align customer messaging; ensured smooth client onboarding and high retention.

01/2020 - 12/2022 :

Sales & Customer Experience Specialist chez Brightpath Group

Responded to inbound leads, qualified prospects and booked meetings for AEs across multiple time zones; created messaging templates and support scripts to improve speed and conversion; conducted follow ups and upsell campaigns with 15%+ conversion from existing clients.

Langues

English (Oral : courant / Ecrit : intermédiaire), French (Oral : courant / Ecrit : intermédiaire), Arabic (Oral : maternelle / Ecrit : expérimenté)