



Sales Manager (BtoB) – Permanent Contract

Cogen, experts in professional translation

Cogen is a linguistic services company, in the Top 150 for the sector worldwide, and is part of the Technicis Group, a European leader in translation services.

Its clients operate in the medical and industrial fields in the USA and in Europe. They rely on Cogen to translate and produce their instructions, manuals, marketing brochures and websites in 32 languages.

Key Group figures

- No. 3 in Europe in the professional translation market
- 330 employees worldwide and 5,000 specialist translators
- An international presence: France, Belgium, Canada, Spain, Finland, Italy, Czech Republic and Switzerland

Job role

Reporting to the Cogen Business Development Director, you will be involved in the following tasks:

- Customer portfolio development
- Identification of the needs of your prospects, making appointments
- Drafting, negotiation and signature of sales proposals
- Responding to invitations to tender
- Monitoring and managing your existing customer base

Your profile

You will have a strong aptitude for sales and an appetite for a challenge. You will be results-focused and know how to forge links with high-level contacts. You are able to quickly identify companies with potential and their organisation.

You can demonstrate initial experience of new business development, which has enabled you to master sales basics. Motivated by an attractive remuneration package, you are interested in the opportunities for development offered by our company.

Good command of English and French is a must (German would be an additional advantage).

Please send your CV and a covering letter to: bdv@cogen.com