



HARTE-HANKS Market Intelligence – Sales Executive

Company Background

Harte-Hanks, Inc., San Antonio, TX, is a worldwide, direct and targeted marketing company that provides direct marketing services to a wide range of local, regional, national and international consumer and business-to-business marketers. Harte-Hanks Direct Marketing improves the return on its clients' marketing investment with a range of services organized around five solution points: Construct and update the database -- Access the data -- Analyze the data -- Apply the knowledge -- Execute the programs.

Harte-Hanks is the leading provider of database products and services to the technology and telecommunications industries in North America, Europe and Latin America.

Our flagship product, The Ci Technology Database™ (CiTDB), tracks technology installations, business demographics and key decision makers at more than 600,000 locations in 25 countries in North America, Latin America and Europe. The CiTDB has provided our customers with unparalleled insight into their prospect's and client's technology buying cycle since 1969.

Harte-Hanks Europe holds the longest list of satisfied IT blue chip clients for tele-marketing, marketing services as well as data.

The Role

In this position, under the responsibility of the European Sales Director, you are responsible for selling and promoting the CiTDB line of products and services to our largest customers and prospects.

This post requires previous commercial training and at least seven to ten years experience of prospecting and sales within the IT or Telecommunications sector. An understanding of Direct Marketing solutions (CRM, Database Marketing, Telemarketing) is a bonus, as well as the ability to speak French or German. We will consider candidates with a different background, if they seem qualified enough for the position.

Candidates must have a highly developed analytical capacity in order to fully understand customer requirements and the appropriate level of inter-personal skills required to advise and negotiate comfortably with senior level contacts.

Your ability to win new customers as well as nurturing the existing ones will provide you with the ideal opportunity to progress within our European organisation.

You will be responsible for sales throughout Western and Eastern Europe.

**Education**

- Educated, preferably, at a business degree level
- Strong business knowledge and commercial acumen
- Experience of working in multinational organization
- Good personal IT skills
- Strong success driven approach to life

Skills and experience

- Outstanding track record in opportunity selection, consultative selling, developing and delivering high value solutions
- Proven competencies in both "farming" current customers and "hunting" new customers
- Strong motivational skills and experience of mentoring/growing sales personnel
- Experience in selling to or working in IT and Telecom industry is key.
- Experience of working in one or more of the following areas would be beneficial: Outsourced Services, Telemarketing/Call Centre environment, CRM/ECRM, Market Research and Data collection/sales.
- High energy and focus with good communication skills
- Speaking French or German is a real plus

Commission based position: strong accelerators are available for over target performance

Start date: As soon as possible

Location: France or Germany or United Kingdom

Reporting to: Harte-Hanks Market Intelligence Europe Sales Director

Candidates, please send your application to: emploi@harte-hanks.com

Or by mail:

HARTE-HANKS Market Intelligence

Human Resources Department
Mini Parc du Verger – Bat D
1 rue de Terre Neuve
91967 Les Ulis Cedex
France