

JOB DESCRIPTION

Social Seller

Preferred based Location Mouans-Sartoux (France)

LuxCarta focuses on the creation and delivery of geospatial products for the global telecom, simulation & training and other vertical markets. We specialize in the rapid production and delivery of quality fit-for-purpose mapping products to expert end users utilizing the latest technology advancements achieved through extensive R&D. Our customers are supported by skilled geospatial experts in their time zone through five corporate offices around the world.

BrightEarth™ is LuxCarta's product line created using AI-enhanced production techniques. BrightEarth web services offer high-resolution building and tree extraction, 23-class land use/land cover (LULC) and digital terrain model (DTM) creation using a variety of imagery sources in real-time. It also incorporates a seamless cloud-free global mosaic, 23-class LULC as well as time-of-day population maps derived from Sentinel-2 imagery at 10m, updated at regular intervals. These innovative products — based on more than 30 years of geospatial and remote sensing expertise — are ready for immediate download or accessible via APIs in support of a system-level integration. There is no place in the world that LuxCarta can't illuminate with BrightEarth.

Main responsibilities:

As a Social Seller at LUXCARTA, you will be responsible for:

Developing and implementing an effective sales strategy through social media, using platforms such as LinkedIn, Twitter, and other relevant channels.

Identify and target potential prospects through social media research and analysis. Engage prospects in relevant conversations and build strong relationships online. Present our products/services in a compelling and personalized way to potential customers.

Provide useful information and advice to prospects to guide them through the decision-making process.

Meet and exceed individual and team sales objectives using social media as a primary sales channel.

Maintain accurate tracking of social media interactions and sales results.

Requirements:

To be successful in this role, you must possess the following qualifications:

Excellent written communication and social media networking skills.
Ability to understand customer needs and tailor messages to those needs.
Intrinsic motivation to meet and exceed sales targets.
Professional, friendly and customer-oriented attitude.
Ability to work independently and manage your time effectively.
Understanding of social media and its use in B2B/B2C sales.
Basic knowledge of the company's products/services (training will be provided).

Additional assets:

Previous experience in social media sales.
Experience with customer relationship management (CRM) systems (Salesforce or Hubspot).
Advanced knowledge of LinkedIn Sales Navigator or similar prospecting tools.
Understanding of industry trends and social media developments.

What we offer:

A stimulating and collaborative work environment.
Opportunities for professional development and continuing education.
The chance to work on innovative and exciting projects.
If you're a motivated Social seller looking for a new opportunity with a fast-growing company, we'd love to discuss your application.
Remuneration in line with experience

How to apply:

Please send your CV to nadja@luxcarta.com with "Social Seller - [Your name]" in the subject line.

We thank all applicants for their interest, however only those candidates selected for interviews will be contacted.

Don't forget to include examples of your previous projects or a link to your portfolio, if applicable.