

## **JOB DESCRIPTION**

### **Telemarketer**

#### **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 telemarketer at LUXCARTA, you will be responsible for:

- Making outbound calls to prospects and potential customers.
- Present our products/services in a convincing manner and answer customers' questions.
- Identify customer needs and propose solutions adapted to their requirements.
- Establish and maintain positive relationships with customers and prospects.
- Meet and exceed individual and team sales targets.
- Maintain accurate records of interactions and call results.
- Collaborate with sales team to share information and best practices.

#### **Requirements:**

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

- Excellent verbal communication and active listening skills.
- Ability to work independently and follow a sales script where appropriate.
- Intrinsic motivation to meet and exceed sales targets.



Results-oriented, perseverant and resilient.  
Professional, friendly and customer-oriented attitude.  
Ability to handle rejection and bounce back quickly.  
Basic knowledge of company products/services (training will be provided).

**Additional assets :**

Previous telemarketing or sales experience.  
Knowledge of persuasion and negotiation techniques.  
Fluency in several languages, particularly English and French.  
Experience with customer relationship management (CRM) systems (Salesforce or Hubspot).

**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 Telemarketer looking for a new opportunity with a fast-growing company, we'd love to discuss your application.

**How to apply:**

Please send your CV to [nadja@luxcarta.com](mailto:nadja@luxcarta.com) with "Telemarketer - [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.

Remuneration in line with experience