



Account Development Representative

Munich OR Paris - 6 months internship

Contentsquare is a global digital analytics company, empowering the brands you interact with every day to build better online experiences for all. Since our founding in France in 2012, we have grown to be a truly global and distributed team – known as the CSquad – representing more than 70 nationalities across the world.

In 2022, we raised \$600M in Series F funding and were recognised as a certified Great Place to Work in France, Germany, Israel, US and UK.

About the role:

We are looking for a hard-working and proactive person who has a genuine curiosity about kick-starting their career. **This 6-month internship** offers a chance to be exposed to a fast-growing and exciting culture, giving you the opportunity to learn from some of the best in the industry.

Reporting to the ADR team leader EMEA, you will be supporting one of the most crucial parts of the sophisticated sales cycle. From our thriving Munich office, you will help our DACH Sales team define and develop our sales process whilst understanding the key business challenges of our product and services.

We are a fast-growing company and need people who will take initiative and ownership when developing new business.

What you will do:

As an Account Development Representative within the Inside Sales EMEA team, you will play a key role in crafting the strategies of the Sales Development Representatives (SDRs), and could practice with this job as well. In fact, you will:

- Develop an in-depth understanding of Contentsquare's existing business and new business opportunities in your region.
- Learn how to use tools and platforms such as LinkedIn Sales Navigator, Outreach, Microsoft Excel and Salesforce CRM.
- Run relevant data in Contentsquare's CRM (supervising volumes of current opportunities, studying interactions with clients and accounts), and carry out summary reports to management in order to better understand the team's challenges in different accounts and sectors.
- Autonomously find new sales opportunities and prospects, as well as design strategic management plans for strategic accounts (Account Plannings), share them with SDRs, supervise them while relying on the help of the Marketing and Customer Success teams.
- Support SDRs in targeting their respective accounts and uncovering their challenges.
- Continuously collaborate with the Sales Development Representatives to strategise on targeted accounts.
- Feed new connections by taking advantage of “social selling”, build dedicated and relevant social and emailing campaigns for each account.
- Be the go-to person in the team for sales administration and organizational support.
- Establish relationships within Contentsquare’s ecosystem to strengthen the team's success.
- Look for innovative solutions that encourage significant communications with customers and lead to increased sales leads.
- Develop relevant ideas & initiatives to help CS teams exceed their goals !

What we are looking for:

- Organized and dedicated
- Enthusiastic and eager to learn
- Interested in Sales and Marketing Technology
- Tech-savvy and able to learn new tools quickly
- You are fluent or native in German as well as highly fluent in both spoken and written English.

As well as the possibility to have a tangible impact on the success of the global business here's what else we offer:

- On the job experience in a market leading SaaS company
- Plenty of opportunities for growth
- Flexible approach to working hours and holidays
- A global Contentsquare community to draw from