

25/10/22

# JOB DESCRIPTION

## SALES & BUSINESS DEVELOPMENT MANAGER – FRENCH MARKET

### POSITION DETAILS

Reports to: General Manager – Europe  
Location: Hybrid

### ABOUT ALCHEMY

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Alchemy was founded to help consumers and enterprises realise the full value of used technology so that we can help make buying a used smartphone, laptop or other technology an easy and reliable experience for all users.

Aside from the obvious economic benefits available to users, of buying used/refurbished technology, Alchemy also promotes the massive environmental benefits associated with the tech circular economy and, as a leader in this industry, Alchemy prides itself on our positive environmental impact by reducing electronic waste and ensuring that devices avoid burials and cremations; and are given the chance to be reincarnated.

Our focus on used tech trading generates rich and valuable data on device resale values, which our team of data analysts and industry experts use to advise our customers on future price projections and ultimately help to shape industry buy-back and recycling programs that continue to build the circular economy across the globe.

We only work with the world's leading tech and telco companies to jointly deliver solutions that result in consumer delight. We seek only the very best people to enable us to deliver our vision – if this is you, come and meet the Alchemists.

### ROLE DESCRIPTION

The role is a key function that will support the drive of used device remarketing sales across the French Market (EU).

Alchemy runs trade-in programs and remarketing services for the largest and most prestigious carriers, retailers, and OEMs in the region. You will be responsible for selling the resulting devices, gaining the best market prices, and ensuring long-term successful partnerships with our trade customers.

Passion for results, shaping deals, and managing customer satisfaction should be the main drivers for this role. We expect the candidate to work remotely, independently, and responsibly. But also, to do so enjoyably! We prefer candidates with an entrepreneurial mindset, willing to join a fast-growing company with First Class global ambitions within the second-hand technology industry.

### KEY RESPONSIBILITIES

- Responsibility to deliver sales targets
- Manage and grow the local B2B channel's customer base across the various wholesale segments in the French Market (EU)
- Implement sales strategy by customer tier & product segment

- Grow customer's activity by Line of Business (phones/tablets/computers and wearables)
- Balance sales channel performance (auctions, direct sales)
- Monitor and report on performance using Alchemy's extensive in-house data analytics tools

**We Have:**

- An experienced, innovative bunch of people – leaders in their field - unparalleled in tech trade in solutions and remarketing
- Sophisticated partners and investors that give Alchemy a financial edge and credibility
- A creative and fun environment with great flexibility for the right candidate to make the role their own
- Outstanding technology platforms and solutions that are available globally to our customers
- A disruptive business model that makes Alchemy a compelling partner to customers and suppliers alike
- A winning attitude based on our ability to deliver and our appetite to do so

**You Have:**

- Great customer engagement and account management skills
- Must be willing to travel regularly
- Experience working in the used / refurbished technology market
- Excellent experience in sales or business development at local or international level
- High motivation and self-discipline to work independently
- Bachelor's degree in Business or related field required
- Fluent French and English
- Keen attention to detail and proven ability to produce high- quality output
- An entrepreneurial approach and the ability to get things done in cross-functional teams