



Business Development Representative

Location: Paris (On Site)

Job Type: Full-Time

Who we are

Alki is an AI capacity planning solution.

Operations Managers size their team based on commercial targets or Excel forecasts. Our mission is to help them make better decisions, through AI.

How we work

Before applying, make sure you are aligned with our work principles : Innovate with elegance ; Fight for our customers ; Be humble, be real ; Play for the team ; Do what is right, not what is easy.

What you'll do

- Develop creative strategies to target multiple decision-makers and overcome objections in order to book sales appointments and grow our revenue
- Gather intelligence on accounts to help increase relevancy of sales pitches
- Help to identify and qualify leads/sales opportunities from marketing campaigns
- Prospecting & Outreach: Identify and engage potential clients using tools like Sales Navigator and various outreach methods (email, LinkedIn, etc.)
- Pipeline Management: Ensure the sales pipeline remains full and active by regularly adding new prospects and following up with existing leads
- Achieve established activity targets for number of outbound calls / hours spent conducting calls to meet or exceed sales lead quotas
- Improve business development tools
- Work hand-in-hand with the CEO



Who you are

- Bachelor's degree in Business Administration, Finance, or a related field
- 1-3 years of experience in SaaS sales, finance, or consulting
- Proven track record of success, demonstrating a strong work ethic and the ability to consistently exceed expectations
- Fluency in both English and French (native-level proficiency in French required)
- Strong organizational skills with the ability to manage time effectively
- Experience with marketing automation software is a plus, though not mandatory
- High level of motivation to learn, develop sales skills, and contribute to a fast-growing company

What we offer

- Competitive package
- Equity
- Healthcare
- Specific remote work periods