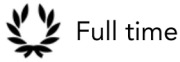


Account Manager Retail and/or Industry



Are you passionate about the challenges of the supply chain and the solutions that improve the sustainability and resilience of these environments?

To support our current growth, we are looking for an **Account Manager Retail and/or Industry** to strengthen our team in our strategic markets in Europe. This position is based in Paris, at the headquarters of our company, and you will report to the Sales Director.

YOUR RESPONSIBILITIES

The position primarily covers the retail and industrial sectors, subject to strong regulatory challenges regarding traceability, where Tilkal has notable references.

As an Account Manager, you are responsible for all aspects of the sales cycle, collaborating with other departments to achieve your sales goals.

Specifically, your duties will include:

- Establishing and developing a trusted relationship with clients at the executive level and daily development of opportunities.
- Presenting the Tilkal platform, articulating its value for a specific industry and/or use case.
- Orchestrating pre-sales activities by involving technical resources, business architecture, product owner, and other stakeholders (pricing, legal, marketing, etc.).
- Managing end-to-end sales engagements in accordance with our sales processes, concluding them to meet or exceed company goals.
- Identifying, developing, and working on new business prospects, assisting clients in identifying new traceability use cases within their operations.
- Engaging stakeholders at various levels on the client side, from domain experts to relevant C-level executives.

YOUR PROFILE

You hold a Bachelor's degree (Bac+4) or a master's degree in business administration or a related field.

You have a **minimum of 6 years of sales experience**, ideally in environments related to the supply chain, and possess a good understanding of **the retail and/or industrial sectors**.

You have excellent communication skills **in both French and English**, and you can effectively persuade executives who will make the decision.

You are creative, curious, and autonomous in identifying and developing new opportunities. Persistent and motivated, you are proactive in solving clients' problems. You can work well in a team, leverage your resources, and demonstrate responsiveness.

KEY ADVANTAGES AND BENEFITS

- Attractive fixed salary plus variable pay. The compensation package also includes meal vouchers and a 50% reimbursement of your transportation expenses.
- You will enjoy a friendly work environment focused on well-being and health (gym membership, high-quality health insurance, telecommuting, etc.).
- You will work in a multicultural environment with a committed team dedicated to promoting better consumption and production practices, particularly in the areas of sustainability, respect for human rights, and combating fraud.

ABOUT TILKAL

Tilkal offers an innovative solution specialising in the traceability and transparency of supply chains, from raw materials to finished products. We work with manufacturers and brands in the food, cosmetics, mining, textile and aeronautics sectors, including Danone, Aigle, Daher and Energie Fruit.

Our mission? To bring transparency to supply chains, making them more resilient, sustainable and ethical. Our solution is based on innovative technological building blocks (blockchain, big data, machine learning), enabling manufacturers to increase their control over the life cycle of their products, improve supply chain management and demonstrate their social and environmental commitments to their customers and partners.



To apply, please send your CV to
[recruitment\(at\)tilkal.com](mailto:recruitment(at)tilkal.com)