



ACCOUNT MANAGER

JOB DESCRIPTION

We provide online tools to improve and measure sustainability knowledge. Our client base is mainly universities and soon we hope to expand into the corporate space. As a growing organisation, we are developing our commercial team. This role is a holistic role, embracing from lead-generation to post-sales, with an emphasis on customer success management.

Responsibilities

- Identify and generate prospects, through market research and attending relevant events
- Present, promote and sell Sulitest tools
- Coordinate business development with team members and other departments
- Manage and grow the company's customer portfolio
- Establish, develop and maintain positive customer relationships
- Support the customer in taking charge of the product
- Collect feedback to support improving the user experience

About you

- You thrive in a dynamic environment and are excited about the opportunity to work for a purposeful project
- You have empathy and the agility to adapt to a wide range of people with different backgrounds
- You are fluent in English and French (other languages are always a bonus)
- You have experience in relationship building, communication, sales, and marketing

- You have a relevant Master's degree plus 3 years of experience, or 5 years of experience

About us

We are a small, dedicated, and fun team who share a bold vision and truly value trust and cooperation.

At Sulitest, you will be given a lot of space to explore, contribute and grow! You will often wear different hats, either because the team needs it or because you would like to try a different style. New ideas are very welcome, and if you are proactive and eager to learn, Sulitest is a great place for you.

Our social business is called Sulitest Impact because impact is at the forefront of everything we do, while ensuring our economic model is successful and sustainable.

Our guiding principles:

- High standards & kindness: with ourselves as with others, we seek excellence while accepting to be only a human with limited power
- Fun & serious: We work seriously without taking ourselves too seriously
- Proud & humble: We know how to rejoice in our successes, such as accepting, learning, and sharing your mistakes
- Me, We, All of Us: We are committed, and we believe in taking care of ourselves, the collective and the whole world

Conditions

Starting Date: As soon as possible

Location: We are a close-knit team that knows how to work independently. We have one office in Paris (near the [Cour Saint Emilion](#)) and another in Marseille (in the "Parc National des Calanques" in [Luminy](#)). We like to be together physically to work, but we are open to hybrid or remote working.

To apply: Email team@sulitest.org with the subject line "Account Manager – Full name". Include in the body of the email your cover letter or motivation statement, and attach your CV.