

## **About Click & Boat:**

Are you interested in the sharing economy? This new trend has already disrupted hospitality (via Airbnb), transport (via Uber and Blablacar) and it's about time it revolutionised the boating industry, too!

According to [CNN](#), the French Start-up [Click&Boat](#), who raised 4 million € in 2018, is the «The Airbnb of the Seas».

The European leader in boat rental offers the opportunity to:

- Boat owners to rent out their boats to cover all relevant costs (insurance, marina, maintenance)
- Sailing enthusiasts to find a boat near them or when they are abroad on a holiday, and all that at an affordable price
- Everyone to join a passionate sailing community from all over the world.

Our Start-up consists of 60 enthusiastic and dynamic employees, coming from 15+ nationalities.

The Sales team ensures to deliver the best offer for our client browsing among our partner's fleet.

**To keep on growing, we are looking for a native Polish Sales Executive (Poland).**

### **Mission:**

You are a Sales Executive dedicated to the Polish clients sailing in our best destinations globally.

During your job, you will:

- Take care of the Polish clients: understand their needs and follow them all along the booking process on to the closing. You will get a monthly sales objective to reach.
- Always look for the best matching offers for the clients and negotiate the best rates.
- Provide customers with all information related to their booking.
- Ensure full client satisfaction and customer loyalty.
- According to your results, you might get the opportunity to manage a small team of Sales Executives. You will participate in their training as well as the follow up of their performances.

**Team:**

- You will be part of the Polish team and work closely with the Polish Marketing and Sales Manager.
- You will report directly to your Manager and to our Head of Sales and will closely work with them.
- You will collaborate with the Web-Marketing, Fleet Managers and Customer Care Team.

**Requirements:**

- You are a native Polish speaker and fluent in English. Being fluent in either French, Italian or German is a plus.
- You are commercially minded.
- You are a challenge seeker and a source of proposals.
- You are a team player who inspires trust, ready to take initiatives and battle for user satisfaction.
- You are able to handle difficult situations by phone or emails and stay calm in all circumstances.
- You are passionate about or have some knowledge of boating.

**Conditions:**

- The position is held in Marseille, France
- This job contract can start in April or May for a period of 5 months (a full-time contract can be offered for the best profiles).
- Salary of 1,500€
- We work 1 Saturday a month during the high season, to be recovered as a holiday later on.
- You are eligible for 2.5 days of holidays per month.
- French Private Health Insurance is part of the contract.

**What do we offer:**

- Amazing work atmosphere, a young team with a start-up oriented spirit.
- Great training with responsibilities: you handle our best clients and help us developing a platform fitting their needs.
- Incentives: water-skiing, sail trips, team building events and much more to discover while being part of our team!
- Discounts on boat trips & cruises.