

Job Title: Sales Development Representative (SDR) – H/F

Job Type: Full-time / Remote

Location: France

Department: Sales

About Global Knowledge

Build a career where learning never stops. Global Knowledge is one of the largest independent IT and business education providers in the world, and we're looking for energetic professionals to join our award-winning team.

Global Knowledge builds the people, that organizations need for their next chapter — in IT, engineering, and business — and stands behind whether they can actually do the work. For 30 years, we've helped teams navigate every major technology shift, from client-server to cloud to AI, backed by a global network of 900+ real-world experts and delivery in 150+ locations worldwide.

We work where capability isn't optional — financial services, healthcare, federal and defense, telco — wherever organizations are investing in AI, cloud, and security, we build the people who put it to work. Join us to help write that next chapter.

The Opportunity:

To support our growth, we are looking for a Sales Development Representative (SDR) ready to play a key role in developing our business within the SMB segment. As an SDR, you are on the front line of our business development. Your role is **hands-on, dynamic and results-driven**.

Key Responsibilities

- **Proactively prospect** a portfolio of SMB accounts by phone, email and social selling
- **Identify and qualify** prospects' training needs
- **Present** our professional training offers and solutions
- **Book qualified meetings** and, where relevant, **close deals**
- **Maintain accurate CRM records** (leads, opportunities, follow-ups)
- **Meet and exceed** your activity and revenue targets

What You'll Bring

Required Qualifications

- Dynamic, efficient, autonomous and organized: you know how to manage your priorities and move forward independently

- Resilient: a “no” is never the end — it’s a step toward the next “yes”
- Strong interpersonal skills: you enjoy persuading and building relationships
- Fluency in English (spoken and written) is essential
- Comfortable with digital tools and phone-based outreach
- Previous experience in prospecting or sales is a plus, but above all we value the right mindset and a real drive to succeed

What We Offer

- **Attractive package: base salary + uncapped commission**
- A variable component based on **concrete metrics**: number of leads detected and qualified, meetings booked, revenue signed or influenced, etc.
- **Ongoing training** on our offerings and on best-in-class sales techniques
- A stimulating environment within an ambitious sales team

Our Hiring Process

In collaboration with our recruitment team, AI tools may be used to help assess applications, though they never replace human judgement. Our process: recruiter screen, technical interview where applicable, leader interview, team interview, and an offer pending successful reference and background checks.

How to Apply

To apply, please email your CV to **careers@globalknowledge.com** with the job title in the subject line. Please note that only candidates selected for an interview will be contacted.

Equal Opportunity Statement

Global Knowledge is committed to building a diverse and inclusive team. We welcome applications from all qualified candidates regardless of race, gender, age, religion, disability, sexual orientation, or any other protected characteristic. We encourage you to apply even if you don't meet every qualification listed.

Privacy Notice

Any personal information you provide during the recruitment process will be processed in accordance with applicable data protection legislation and our Privacy Notice [Legal Terms of Service | Global Knowledge](#).