

SALES REPRESENTATIVE

Yodabooth.

COMPANY DESCRIPTION

Yodabooth is the leading provider of photo activation hardware and software. Yodabooth was started by the founders of sharingbox, a global company that is present in over 22 countries and works with some of the world's biggest brands and agencies to create engaging photo and video experiences on all types of activations. Are you definitely attracted by challenge and start-up atmosphere? Join us and participate in a success story!

SKILLS & QUALIFICATIONS

- Previous experience in sales, cold calling, sales pitches, prospect research and general business development preferred
- Fluent in English, both verbal and written
- Creative personality with a strong ambition to help starting a business from the ground up, thinks outside the box
- Attracted by new technology and tech solutions
- Strong sales, negotiation, account management, follow-up, and time management skills are essential
- Excellent communication, interpersonal and presentation skills
- Highly organized with great attention to detail
- Flexibility and the ability to work on own initiative, prioritize work and handle pressure
- Ability to achieve sales targets and exceed goals
- Self-starter and highly motivated by personal and team success
- You enjoy attending events, love meeting new people and look to seek out new relationships
- You're self-motivated, ambitious, and never take no for an answer!
- Be able to work with a diverse array of personalities

RESPONSIBILITIES

- Identify, prospect, negotiate, and secure partnerships with new and existing clients
- Meet and present to new and existing clients
- Participate in building sales strategy in the US but also in Europe with our French and Belgian teams
- Develop strategies for, pitch, and sell custom and large scale activations
- Close business and meet or exceed revenue targets
- Prepare/conduct sales meetings and product presentations to educate/motivate the sales team.
- Email/phone outreach to new and existing customers
- Meet and strive to exceed goals and objectives

WHAT TO EXPECT

- Growing as part of a dynamic and ambitious team, and help shape the direction of Yodabooth in the US
- Participate in an international success story
- Career progression opportunities and long term development within the company
- Free snacks

IS THIS YOU?

Please send your resumé & cover letter to Johanna Mirgon:
Johanna@yodabooth.com



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