

SALES REPRESENTATIVE & MARKET MANAGER

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

- 1-3 years of sales experience or previous experience in outbound marketing, cold calling, sales pitches, prospect research and general business development preferred (not required)
- Fluent in English, both verbal and written
- Creative personality with a strong ambition to start a business from the ground up
- Attracted by new technology and tech solutions
- Experience working in B2B industry
- 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
- Ability to carry out management tasks, building the team as well as the business
- You enjoy attending events, love meeting new people and look to seek out new relationships

RESPONSIBILITIES

- Identify, prospect, negotiate, and secure partnerships with new and existing clients
- Establish, build and grow the sharingbox brand in the local market
- Meet and present to new and existing clients
- Participate in building sales strategy in the US, French, and Belgian teams
- Develop strategies for, pitch, and sell custom and large scale activations
- Build, manage and maintain strong relationships to develop growth opportunities
- Close business and meet or exceed revenue targets
- Conduct sales meetings and product presentations to inform 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



Yodabooth.

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