

London-based digital marketing agency specialising in APP marketing and measurement is looking for a **UK and Ireland Sales Manager** to develop their portfolio of clients. The company is part of a bigger international group with offices in Europe and Mexico, so they are looking for a UK and Ireland Sales Manager who is interested in working in an international environment.

The role can be based in London or in Dublin.

ROLE:

- Building global pipeline and strategizing on how to approach targeted accounts
- Identifying, prospecting key contacts at target accounts and building the foundations for a strong, long lasting relationship
- After a new business opportunity is identified, working over the different steps of the sales process: discovery, negotiation, and closing.
- Executing appropriate strategies by building out right content i.e.. case studies, screencasts, presentations, demo of our client's products.
- Be an active part of the team, sharing best practices and participating in the Sales Development organisation's projects
- Managing, tracking and reporting sales activities and results

PROFILE:

- Prior experience in sales (SaaS or digital marketing experience preferred, but not required)
- **Prior experience in the Adtech-Martech or big data or other Digital Marketing solutions strongly preferred**
- Highly motivated with a competitive edge
- Communication and writing skills are on point
- Strong ability to quickly learn and adapt to change
- Demonstrated success overachieving (professionally/ personally)
- Keen interest in the tech industry
- Fluent in English, written and spoken. Any additional language is a plus (German, Italian, French etc.)

SALARY & BENEFITS:

- Up to £80k/pa according to skills and experience
- Generous bonus
- Flexible working hours, at least one day working from home, more can be offered if the right candidate doesn't close to London or Dublin, but coming to the office will be required.