

Plytix is hiring

Account Executive

Global Markets

Who is Plytix?

Plytix is a Product Information Management platform designed by content people, for content people. Ideal for small and medium sized businesses.

We work with brands and retailers all around the world, with presence ranging from the U.S all the way to Hong Kong. We specialize in a multitude of industries including, action sports, home & design, health & beauty and more.

Working for Plytix means being motivated beyond a competitive salary. Plytix is first and foremost a team of entrepreneurs, all devoted to a common mission. We aspire to excellence, and operate with extreme ownership in every aspect of our operations. Therefore, our corporate culture has more resemblance with a professional sports team or special force unit, than a software company.

Simply put, we are looking for people with more than just a great CV and good grades. We are looking for ambitious people with insatiable drive, and a "whatever it takes" attitude.

Your Role

As an Account Executive, you are the face of Plytix to all prospects. As the prospect's trusted advisor, you will demonstrate competency by being an expert in the PIM and e-Commerce market, and provide them with solutions that will fit their needs, whilst closing deals. The Account Executive may also be involved in lead-generation tasks and assist sales leadership with creating initiatives and campaigns to further develop pipeline.

Responsibilities

- Actively reach out to prospects, learn about their pain points and provide solutions to improve their processes
- Manage the entire sales-cycle from qualification to closing the deal
- Contribute sourcing potential prospects via tools like LinkedIn Sales Navigator
- Run outreach campaigns to drive prospects further down the funnel
- Conduct online demos of Plytix PIM for key users and decision makers
- Create sales-enablement material to further support your sales cycle
- Negotiate agreements and create proposals
- Leverage sales tools to constantly meet and exceed monthly / quarterly targets
- Use our CRM (HubSpot) daily, for enrichment, managing pipeline, and to log activities

What are we looking for

To be successful in this role, you need to be outgoing, self-driven, and an incredibly hard worker (no pressure)! You are the first person our future customers will interact with (via phone, emails or videos), so you need to have a presentable appearance and excellent (preferably native) English skills (both spoken and written).

If the thought of talking to strangers scares you, this is not the right job for you. However, if you can't go a day without meeting new people, are motivated by the thought of crushing your quotas, being responsible for your own income, and are looking for a career at the fastest-growing PIM system in the market, you've found your place! Ideally, you have played a sport growing up, or are naturally competitive.

In the first weeks, you will get in-depth training on the product, learn all about the customer's pain points, and become an expert in the field. Prior experience is desired, but not necessarily required. Previous sales experience, use of tools like sales navigator etc also can't hurt.

Perks & Benefits of working for Plytix

Where do we start? Founded by two former Google employees, the world-renowned company culture has bread into Plytix! From working in a Spanish mansion in El Palo, Málaga (not Parque Tecnológico - yayyy) with easy parking, and daily lunch provided, to bean bags, flexible working hours and team activities (like kitesurfing trips to Tarifa), Plytix' most important asset is company-culture!

Location

Position based in Malaga, Spain.

Working with clients worldwide

What do we need from you?

- Short video (<2min), selfie-style, where you explain who you are, why you are a great fit and how you can contribute to the success Plytix and our Sales Team
- LinkedIn profile
- CV

Once you've got all of these together, please send them to tim@plytix.com