

Plytix is hiring

Business Development Representatives

Who is Plytix?

Plytix is a software provider for e-commerce and multi-channel marketing, looking to level the playing field for small and medium-sized businesses in their quest to compete against big corporations. Our workforce consists of ex-Googlers, and former Oracle agents, as well as professional athletes, and just about as much multilingualism as you can squeeze in (8 nationalities, 12 languages plus 100 million different accents). We work with brands and retailers all around the world, with presence ranging from the U.S all the way to Hong Kong, specializing in industries like action sports, erotica, health & beauty and more.

Your Role

As a Business Development Representative, your job is to develop potential new business for Plytix PIM. Cold calling is dead - but outbound is not! As the face of the company, you will be scouting different markets and industries for companies that fit into Plytix' ideal customer profile. How? By exploring various channels to identify key users and decision makers, todo the first round of pain point analysis, to see if Plytix can help them solve a current challenge or need.

Responsibilities

- To actively reach out to potential companies in Plytix' sweet spot, and work as liaison between marketing and sales to maximise sale opportunities
- Research qualified companies and identify potential areas where Plytix can help
- Contacting potential clients via social media, personalized videos, email and call.
- Conducting need analysis' to identify qualified prospects
- Set up meetings between prospects and Account Executives
- Help with the creation of sales enablement material based on prospect feedback
- Leverage sales tools to constantly meet and exceed monthly / quarterly targets
- Use our CRM (HubSpot) daily, for enrichment, managing pipeline, and to log activities og activities in

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 see (in videos or Google Hangouts), so you need to have a presentable appearance and excellent 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, 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.

Many of us have started in this position, and moved on to different roles inside the company (Marketing, Customer Success, Account Executive or Product Management).

Previous sales experience, use of tools like sales navigator etc is a bonus, but not necessary.

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 trips to Tarifa), Plytix' most important asset is company culture!

What do we need from you?

- Short video (<2min), selfie-style, where you explain who you are, why you are reaching out, and how you can help Plytix and our Sales Team
- LinkedIn profile

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