



CREATE AN INGENIOUS FUTURE

Ingenious Technologies is the market-leading independent technology provider for business analytics and marketing automation in the online marketing industry. Our clients include brands and companies from retail, fashion, lifestyle, finance, travel and telecommunication sectors. We offer an integrated platform, developed with state-of-the-art technology, for efficient online marketing and e-commerce.

To be the best, we are always looking for the best – we are looking for you! Join our team in Madrid as

JUNIOR SALES EXECUTIVE / ACCOUNT MANAGER (M/F) - SPAIN & LATAM

Shape your career with a challenging and inspiring position at Ingenious Technologies.

YOUR NEW JOB

- **You take the charge:** From identifying key direct prospects in the B2B sector, qualifying leads, conducting product demonstrations to the final contract conclusion
- **You have a clear overview:** Control and support deals, with consideration of the company's product roadmap
- **You have the drive to deliver:** Develop and expand business activities to new segments and markets
- **You see the big picture:** Strategic development and expansion of business relationships / Cross- and Up-Selling
- **You bear responsibility:** Result and budget responsibility for a specific range of customers
- **You have a feeling for trends:** Identify trending opportunities/ challenges, share and work closely with Product Management and Marketing to deliver input into product roadmap and align marketing messages to target groups respectively
- **You develop the business:** Contribute to business plans and deliver regular forecasts, based on market analyses
- **The customer comes first:** Recognise customers' needs and co-operate with pre & post sales to align the product to their needs
- **You're a strong communicator:** Effectively connect with and enthuse C- and VP-level executives with our products
- **CRM is no foreign word for you:** Regularly utilise and update CRM and other sales applications solution to provide timely sales updates

YOUR PROFILE

- A university degree preferable (e.g. in business administration or business informatics) with specialisation in Marketing/ Sales or similar qualifications
- 1 - 2 years of relevant sales experience in the B2B sector, ideally in online marketing, agency or technology environment
- Experience in methodical sales techniques in the field of solution/ value-selling
- A good network in the online marketing market
- Knowledge of performance marketing / SEA / SEO / display advertising / tracking systems
- Experience in working with online marketing tools (e.g. Web Analytics)
- Passion about technology and good understanding of technical implementation possibilities
- Pronounced service orientation, empathy, and problem-solving skills
- Master of handling new and/or difficult situations
- Persuasive communication and negotiation skills in Spanish and English are necessary, any other language is a plus
- Strong analytical skills
- Flexibility and willingness to travel
- Result-oriented and autonomous working
- Fast learner
- A healthy sense of humour

WHAT WE OFFER

Let the positive working atmosphere in our highly-skilled and professional team inspire you. In order for you to unleash your potential, we rely on trust. Create your own daily routine to deliver the best results.

We are looking forward to hear from you! Please send us your application and CV in English, including related documents, as well as your earliest possible date of entry and salary expectation.

jobs@ingenioustechologies.com

Telefon +49 (30) 577 02 6000, www.ingenioustechologies.com