



SaaS Sales Executive

Opticks is an emerging security platform for digital marketers. We analyze over 1 billion visits a day for our customers, thereby protecting their marketing budgets from bots and hackers. We need your help so we can act fast to keep ahead of the fraudsters and ahead of our competition.

Responsibilities:

- Generating leads and opportunities
- B2B new business development to companies internationally
- Manage the entire sales cycle from finding a client to securing a deal
- Face to face meetings with C Levels executives
- Market analysis and definition of market penetration strategies in order to create new sales opportunities and turn them into long term partnerships
- Assistance to market fairs and conferences

Requirements:

- At least 3 to 5 years of experience in a sales or business development role
- Experience selling software or SaaS solutions
- Excellent level of English (native or bilingual)
- Fast learner
- Travel involved

Nice to have:

- Start up experience
- Performance marketing knowledge

Soft Skills:

- Hunter and hands on attitude
- Client orientation
- Outstanding negotiation and persuasion skills
- Excellent communication skills
- High degree of autonomy