productsup

Productsup is a tech company that revolutionized the way in which product data was being handled. We provide the most efficient and user-friendly software to manage and optimize product data. Our cloud platform helps online retailers and marketing agencies structure, automate and optimize large product data feeds for the most popular online shopping and marketing channels across the globe.

We're a fast-growing, innovative firm that was founded in 2010. The extraordinary and dedicated team has turned Productsup into a global player. **This is your chance to become part of our success story.**

Team: 35 | **Markets:** Global | **Offices:** Berlin + Munich + San Francisco | **www.productsup.io**

Regional Director / VP Sales / Business Development (m/f) - UK

Have you got what it takes? We'd love to hear from you!

Send your application to:

Madlen Fischer
careers@productsup.io

Job description:

We are looking for a **Regional Director / VP Sales UK**, reporting directly to company's CSO (Chief Sales Officer) to join our dynamic, entrepreneurial team. This is your opportunity to work in a fast-paced, fast growing and innovative environment, developing sales opportunities and winning new clients.

Your responsibilities:

- Develop and execute strategic plan for winning new business, cross-selling opportunities and achievement of company's sales objectives for the UK region
- Build and monitor pipeline opportunities in the online advertising / e-commerce industry and lead by example on initiatives to drive deals from pipeline to successful close
- Hire, manage, mentor and inspire a highly motivated team of sales and business development professionals – creating culture of success and achievement
- Support technical team by providing advice and guidance based on customer feedback
- Monitor market and competitor activity to provide real-time feedback to company leadership, the technical team and the wider business
- Participation in industry trade events and other marketing initiatives
- Regular reports on the status of sales processes for both existing and potential customers

What you bring to the team:

- Min. 5-7 years professional experience in selling SaaS advertising-technology, e-commerce and/or online advertising solutions
- Solid understanding and track record of the UK performance marketing, online advertising and/or e-commerce industry
- Experience in growing and managing sales teams is advantageous
- Solid business network and references
- Negotiation skills are a must
- Excellent time-management and ability to prioritize important tasks
- Excellent communication & presentation skills
- Native level English and a second language is advantageous
- Self-motivated and positive attitude
- You get things done and use ethical sales methods
- Ability to "translate" complex technological processes into meaningful solutions that address business needs

What we offer you:

- Full-time job with attractive, commission-based salary
- Modern workplace in London
- High level of personal responsibility
- Open communication with a flat hierarchy
- A highly motivated, international and dynamic team