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 company 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: 45 | **Markets:** Global | **Offices:** Berlin + Munich + San Francisco | **www.productsup.io**

VP Sales / Business Development (m/f) - US

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

Send your application to:

Markus Rottmaier
CSO
mro@productsup.io

Job description:
We are looking for a **VP Sales / Business Development US** to join our dynamic, entrepreneurial team. You'll be reporting directly to the company's' founders and management 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 a strategic plan for winning new business, cross-selling opportunities and achievement of the company's sales objectives for the North American region
- Build and monitor opportunities in the online advertising / e-commerce industry and lead by example on initiatives to drive deals from the pipeline to a successful close
- Hire, manage, mentor and inspire a highly motivated team of sales and business development professionals – creating a culture of success and achievement
- Support the technical team by providing advice and guidance based on customer feedback
- Monitor the market and competitor activity to provide feedback to management and the technical team
- Participate in industry trade events and other marketing initiatives

What you bring to the team:
- 7+ years professional experience in selling SaaS advertising-technology, e-commerce and/or online advertising solutions
- Solid understanding and track record of the North American performance marketing, online advertising and/or e-commerce industries
- Experience in hiring, growing and managing a sales team of up to 20 people
- Solid business network and references
- Negotiation skills are a must
- Excellent time-management and ability to prioritize important tasks
- Native-level English; a second language is advantageous
- You are a leader and motivator
- You get things done and use ethical sales methods
- Ability to turn complex technological processes into meaningful solutions that address business needs

What we offer you:
- Full-time job with attractive, commission-based salary
- Flexibility in location
- High level of personal responsibility
- Open communication with a flat hierarchy
- A highly motivated, international and dynamic team