

## Job Vacancy | Senior Sales Executive

### About YOU!

- Would you like to join a fast growing global start-up?
- Are you looking for a new opportunity to challenge yourself?
- Do you see yourself working in a young and professional team?
- Do you feel excited in finding new ways to change the way people currently communicate?

### About us

We are a start-up active in the corporate industry. Our aim is to make the 30 million presentations, that are created each day, more interactive and with it let audiences participate instead of only listen. Our projects are mostly for the European and US market and aiming for the other continents.

We like to generate data from an audience and let speakers start a dialogue instead of a monologue via their own devices. To achieve this, we are the only company worldwide who has built a PowerPoint add-in, which is fully embedded into the PowerPoint application of the speaker. This allows for seamless use of the add-in during the speaker's presentation.

The audience can participate with their device via a website, SMS and Twitter. This way, the audience is engaged and able to speak up and be heard.



### About the position

Since two years we have started selling licenses towards corporates. These corporates are publishing our software onto all their computers. A new way of presenting is introduced and PowerPoint presentations are brought to a whole new level. Employees are now able to speak up during meetings, boring presentations have now changed to interesting dialogues. With this we are changing cultures within companies. You have the opportunity to make this happen in more companies over the world. Our revenue has grown with >100% every quarter so far.



### About you in details

You are an energetic and motivated sales executive ready for a challenge in your career. You can inspire people and have experience in selling technology to enterprise-level business accounts. You will be expected to execute the entire sales process, know how to sell innovation and manage the naysayers. Leads will be generated by our team which we expect you to contact, demo and close and simultaneously you need to prospect sales on your own.

### Requirements

- 2-3+ years of sales in SaaS / technology
- Exceptional interpersonal skills
- Excellent verbal and written communication skills
- Track record in over achieving quote in past positions
- A passion for mobile
- Fluent in written and spoken English
- Hands-on and result driven team player
- A sense of humor



### Our Offer

- Competitive salary and awesome bonus structure
- Work at a fun and energetic start-up in a growing international market
- A flexible and enthusiastic work environment
- Great team with lots of energy and ambition

### About Sendsteps

- [Make an account](#) and play around with our add-in yourself
- Read about our most recent events at [Facebook](#)
- Get an in-depth feel and visit our [website](#) or just [give us a call!](#)



### Interested?

If you would like to be part of [our team](#) and help us grow worldwide, then please contact Mike (CEO Sendsteps). You can send your application letter and CV to [mike.coumans@sendsteps.com](mailto:mike.coumans@sendsteps.com).

We look forward to hearing from you!

The Sendsteps Team