

GoodiePack®

Account Manager - DK

GoodiePack is currently looking for an enthusiastic, passionate and energetic Account Manager to join our thriving DK team. It will be the Account Manager's responsibility to focus on selling our SaaS-tool to experienced Marketing and Brand Managers in Denmark. This role is a fantastic opportunity for a Graduate or an experienced sales professional who is looking to join an ambitious team with a vision and strategy to create something BIG.

Your role

- Full sales cycle management - from generating leads via phone and email, demonstrating the product, pricing, negotiating and closing.
- Reach key decision makers in order to sell GoodiePack mission, platform and software solution.
- Manage and create a strong pipeline.
- Hitting targets and meeting KPI's every month.
- Track and resolve client issues and manage expectations both internally and externally.

Requirements

- 1-3 years of experience with B2B full sales cycle in a fast paced selling environment.
- Have previous experience in a telephone based sales role.
- Excellent verbal and written communication skills in Danish.
- Be driven, target oriented, a team player and have a willingness to learn
- Self-starter and action-oriented with a competitive nature and desire to grow a career in software sale.
- Marketing insight is a bonus!

We offer you

- A key part of an exciting international growth journey.
- Excellent culture and social working environment.
- Great central Aalborg location.

GoodiePack is a Software as a Service platform for companies who want to hand out relevant content for their audiences, members or guests. Our customers are Marketing and Event Managers from all over the World, and we help them be more effective, save time, protect the environment, get happy sponsors, get happy guests and we help them make money!

Please send your application, CV and picture to job@goodiepack.com.

