



olifant
consultancy

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Sales Representative

X is a leading online video metrics company. X offers powerful videolytics and full social metrics around online, viral and social videos to leading brands, entertainment firms, agencies and network of authorized resellers. To grow our revenues we are looking for a commercial powerhouse and pitbull with a proven sales track record.

You will create and execute commercial plans to realize the 2012 target. You will execute direct sales programs towards international brands and agencies. To achieve the indirect sales targets, you will create an international network of authorized resellers. To be successful you will need to have a proven track record in selling ad management systems, online video or media tracking software via the phone and e-mail.

Internally you will execute the product development needs of our clients and a team of dedicated social video distribution experts. You will prioritize and guide the work and deadlines of a team developers.

To the professional which ambitions and profile match ours seamlessly, we offer an inspiring and ambitious working environment in Amsterdam, with a very nice salary and an excellent bonus scheme.

Competences & Responsibilities:

- Commercial talent, ambitious, passionate and driven
- An enthusiastic team player with an urge to win
- Can do mentality and pragmatic attitude
- Able to prioritize, deadline driven and stress-resistant
- Good communicator, proactive, focused on delivering results
- Accurate in account and contract management
- Knowing where the market and competitors are heading
- Execute business plans that will grow brand and business objectives
- Maintains contact with all clients to ensure high levels of client satisfaction
- Create and conduct proposal presentations and RFP responses

Job requirements:

- A degree in marketing and/or communications
- At least 3-5 years' experience within interactive communications
- Proven track record in new business and sales
- Strong understanding of social video metrics and requirements
- Understanding of video measurement and ad serving technology
- Fluent in Dutch and English, both spoken and written
- Excellent computer and internet skills
- Adheres to all company policies, procedures and business ethics codes