

Argentina Jobs Expertini®

Junior Account Executive

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Company: memtime

Location: Buenos Aires

Category: other-general

Who we are

Memtime is one of the most successful early-stage startups in B2B SaaS, with thousands of customers in over 86 countries. We just got our Series A funding and are now scaling the company. Our mission is to become the new standard for tracking time - integrated with every project software worldwide.

How we work

We are an international team with a hybrid remote work culture and a headquarters office in Munich. At Memtime, we deal with time, which means we also respect yours: Instead of endless meetings and compulsory attendance, we believe in well-designed collaboration that gives us a sense of self-efficacy and allows us to see the impact of our daily work through results.

Our Product

With our software for automatic activity tracking, we are the technology leader in our segment:

Our software automatically records what you are working on (e.g. emails, documents, websites, etc.) - so you can easily remember for which customers/projects you spent your time.

What makes our software especially employee-friendly is that it stores all data exclusively on the user's device. No monitoring or surveillance features. Complete privacy for the user.

We seamlessly integrate with any project software, ERP system, or billing solution.

Your Team & Role

You will work in our Inbound Sales team with another two sales people and a lead.

You will manage your own SMB Inbound pipeline, handling everything from initial discovery through to closing and expansion

Most of the new opportunities will come to you via Inbound channels

Helping to enhance the Inbound sales processes and giving orderly feedback/insights

This is a closing role with an individual quarterly quota

What we offer

Potential for career progression

No micromanagement

Your qualifications

You have 1-3 years of professional experience as an AE in a Tech/SaaS space or general closing experience in B2B SaaS.

Experience in using sales tech stack like Hubspot, Apollo etc.

Excellent English communication skills.

Experience in full-cycle sales is a big plus!

Job details

Fully remote (+-4h CET)

Full-time 40 h/week

Base Salary + Uncapped Commission

Why you should apply

Memtime is growing and just got funded - so we have the resources to support you.

We are a small but highly effective team in which you will be given high responsibility and autonomy to realize your ideas right from the start.

Customers love our product - it has a clearly defined scope and value proposition with outstanding conversion-to-buy - so it's really fun to sell.

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Generated on: 2024-04-29 by Expertini.Com