



Senior Account Executive (AE)

\$30k – \$70k

Virtual Expo Solution (Event SaaS)

EventXtra on a mission to help event organizer and manager to cut cost and time through replacing labor-intensive task by mobile technology and make it extremely accessible everywhere. We provide one stop event software, including virtual exhibition platform, checkin system, participant management, event engagement, instant polling, instant feedback and post event networking with accessible prices and easy-to-use functionality for all phone users. We have served more than 3M event guests and 15K events for companies and organizations including Apple, Alibaba, Economist, Web Summit, RISE, Deloitte, HKTDC, HK Gov, Cyberport, Hong Kong Science Park.

Job Descriptions

- Build relationships via email and phone to qualify the prospects and generate appointments, leads and manage prospecting list.
- Identify, qualify, nurture and follow up with prospective customers.
- Make outbound calls (cold calls) in order to generate new business.
- Comfortable in discussing and influencing decision makers over the telephone or email about their marketing event issues and operations.
- Consistently and regularly use CRM to provide timely and accurate forecasting and reporting of activity.
- Follow the established sales process.
- Appropriately engage management and staff in the sales cycle and provide on-going feedback to other areas of the organization.

Job Requirements

- Shown in previous work experience strong ownership, proactiveness and being a fast learner
- 4+ years relevant experience in sales or sales management
- Willing to learn and work independently
- Good command of both written and spoken Cantonese, English (Mandarin is a plus)
- Excellent interpersonal and communication skills
- Being a positive and good team player

Benefit

- Uncapped earning potential=base salary plus uncapped bonus/commission
- We have a growth fund sponsoring you to attend events
- Opportunity to work at a disruptive startup
- Fast-paced, fun, and energetic company with west coast inspired startup culture
- Unlimited snacks and drinks (Yes! You don't need to worry about snacking anymore!)
- Open concept office (ping pong table, Playstation, darts, cafe area, patio, etc)
- Subsidy for a laptop of your choice

Application:

Please directly apply at:

https://angel.co/jobs/signup?job_listing_id=185557&slug=eventxtra&source=company+profile&source_content=apply_button