



Senior Sales Manager

\$45k – \$70k • 0.0% – 0.25%

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.

The highlights of the role is for an experienced sales talent with proven sales track record

- 1) To continue performing independent sales responsibilities and building on a strong sales track record
- 2) To expand into managerial responsibilities and coach junior members in the team
- 3) To fast-track career with broadened exposure and responsibilities through working in a small-team and fast-paced startup environment

Responsibilities

- Develop new business opportunities through prospecting, targeted research, networking and effective phone calling
- Influence and nurture leads and manage senior decision makers of clients independently
- Prioritise accounts and work with a strategic and analytical mindset of who to influence, what the KSFs are to win an account and move the deal forward
- Coach junior members in strategic sales, client handling, prioritization and effective presentation

Requirements

- 5+ years proven experience in B2B software sales, coaching/leadership experience as senior/team-lead is a plus
- Thriving capability and passion to learn quickly and take initiatives
- Proven capability to prioritize and generate disproportionate results in a 80/20 leveraged approach
- Fluent in Chinese and English (Mandarin is a plus)

Benefit

- Uncapped pay-for-performance earning potential (base salary plus uncapped bonus/commission)
- Opportunity to work at a disruptive startup with expanded responsibilities
- Stock options available
- Unlimited snacks and drinks
- Small team, collaborative startup culture

Application:

Please directly apply at:

https://angel.co/jobs/signup?job_listing_id=140581&slug=eventxtra&source=company+profile&source_content=apply_button