



VP of Sales

\$60k – \$120k • 0.1% – 1.0%

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.

Responsibilities

- Build and manage sales pipeline
- Building, developing and leading outbound lead generation teams and sales representative teams
- Train and demonstrate to the junior salesperson on sales technique
- Driving standardization around CRM practice
- Develop new sales channels
- Identify and close new sales opportunities with end-customers and potential channel partners
- Forecast accurately
- Own your business pipeline – be accountable
- Demo product capabilities via web and in person
- Manage relationships, thrill our customers
- Represent EventXtra at professional meetings and conferences
- And of course Close deals
- Achieves monthly, quarterly and yearly targets

Requirements

- Oversee all aspects of analytics and reporting, including identifying the correct - KPI's to track and report while monitoring the ROI for digital campaigns
- Analyze click-streams and conversion funnel data to support digital marketing campaign budget

Qualifications

- Prior quota carrying experience selling SaaS and selling to Enterprise is highly preferred
- Passionate about mobile, event software in the workplace
- History of exceeding quota
- Exceptional interpersonal and presentation skills
- Excellent communication skills: both written and oral
- Rolodex of existing clients
- Experienced and skilled at communicating across multiple countries and cultures
- Fluent Chinese or English
- BA/BSc Degree or 5 years quota carrying experience

Benefit

- Sales commission
 - Flexible time on working
 - Opportunity to work at a disruptive startup
 - Stock options available
 - 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, darts, cafe area, patio, etc)
 - Subsidy for laptop of your choice
- *Bonus: If you love playing board games and sketch in your spare time

Application:

Please directly apply at:

https://angel.co/jobs/signup?job_listing_id=140279&slug=eventxtra&source=company+profile&source_content=apply_button