

Pivigo is seeking a

Sales Executive

with immediate start date.

Introduction

Pivigo is Forbes' fastest growing and most exciting business 2017. We are a fast expanding, VC-backed start-up in the London data science scene. Our CEO is one of the Top 100 Influencers in Big Data in the UK and we work with a wide range of companies, from FTSE100 corporates to the freshest start-ups, on solving any and all people-related problems they may have within Big Data.

In 2014 we started Europe's largest data science bootcamp (S2DS, www.s2ds.org) and we are now expanding our services and partnerships. Help us build one of the most exciting data science start-ups in Europe!

Tasks and responsibilities

The Sales Executive is expected to take part in all sales activities, as well as develop of strategic partnerships, across all activities of Pivigo. Specifically, we look for someone to:

- Build and execute a proactive sales plan to drive revenue growth;
- Identify "key players/decision makers" and work with the sales team to build relationships with them;
- Increase revenue from a foundation of existing clients and simultaneously source new business from fresh clients;
- To work closely with the marketing function ensuring that the commercial "brand" is highlighted, developed and positioned as appropriate; and
- To feed-back the needs and desires of the clients to the product development team.

What we look for

- Critically, several years' experience in sales in a tech environment;
- Proven selling skills with evidence of developing new accounts, and a strong closer;
- Engagement with C level executives;
- Excellent written and verbal communication skills;
- Basic understanding of what data science is, and the Big Data environment; and
- A highly driven, self-motivating personality looking to continuously learn and improve.

Applicants with working knowledge of German, French or Spanish have an advantage.

What's in it for you

- Competitive package;
- Engage with senior decision makers in the tech and investment industry;
- Be part of an extremely exciting journey with Pivigo;
- Join a fantastic and close-knit team;
- Free cookies and professional massages!

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Applicants must have their own right to work in the UK as Pivigo is not able to support visa applicants.

Apply by sending a CV and cover letter to jobs@pivigo.com