

## Sales Representative at CrowdLED

Hours per week: 36 – 40

Contract description: Flex contract for 12 months. Basic salary + bonus

Are you a commercial talent, have a knack for sales, love talking to and sparking enthusiasm in customers? Do you like to make sales with big customers and like to travel the globe to see your products in action?

Then CrowdLED is the place for you! We are looking for a new team player to strengthen our team who will sell prospects our products, acquire new leads and actively contribute to the development of the company with your own ideas. CrowdLED is a start-up providing interactive experiences to attendees of events around the globe. Our LED wristbands, balls and lanyards are a unique way of engaging audiences and creating stunning light shows with the help of the crowd. We also deliver a lot of custom projects for clients, so they can achieve the effect they are looking for at their event.

You could work for events of big multi-national companies like Disney, Facebook, Cisco, Mercedes, Tommy Hilfiger and many more. You will be responsible for the entire sales process and will have to coordinate with the team to execute deals from start to finish. We work on a project basis and you will be the project manager for your own clients.

As an account manager, you will have a great impact on the growth of the company through sales activities and general project management. We are a fast-growing start-up, and you will have the opportunity to improve our internal and external processes, continuously developing yourself along the way.

### Main responsibilities:

- Finding opportunities. Reach out to big events and clients around the world;
- Inbound & Outbound sales;
- Project Management;
- Business Development: advice on the process improvements and innovations;
- Strong communication skills, capable of simplifying the explanation of technical innovation to business values;
- Showcasing products to prospects;
- Assisting customers throughout the entire sales process;
- Enjoying your time at the office with your colleague's.

**Your profile:**

You are commercially oriented, have good communication skills, can talk yourself in & out of any situation and are keen on providing value to new prospects every day. Conducting a sales conversation in multiple languages should not be an issue and you enjoy nurturing long-term relationships with clients. Multi-tasking and/or prioritisation is a part of your skillset and you are prepared to help at international events.

**Requirements:**

- Fluent in English, speaking, and writing. Other languages are a big plus. Dutch is not mandatory;
- Commercial mindset;
- Independent and proactive;
- Minimum of 2 years experience as a sales representative;
- Minimum of 2 years experience within the B2B Market;
- Prepared to work outside standard office hours;
- Prepared to travel to events around the world;
- Experience with Microsoft Office and Adobe Creative Cloud is beneficial;
- Experience with Xbox One and PlayStation;
- Experience with online marketing is beneficial.

**What we offer:**

- An amazing experience in a strong sales environment with young professionals who enjoy working hard and having fun;
- A nice office in the Utrecht, easily accessible by public transport, car, and bike;
- Afternoon drinks;
- Room for development and opportunity to share your ideas and act on them;
- Using your skills and qualities to the max, there is always something to do;
- Flexible working and a lot of independence;
- Date of commencement: yesterday;
- Salary: EUR 2750 per month + a good bonus scheme.

Do you think you fit in the job description stated above? Send us your CV and motivational letter in English, the interview will also be in English.

If you have any questions, contact Paul Reuwer at +31 30 878 5813.

We look forward to your reaction!

**Acquisition based on this application is not taken kindly**