

FROOMLE

Froomle – International Account Executive

Be in the driver seat of (y)our growth

We are looking for an International Account Executive to join the Sales team and become an integral part of a fast-paced AI start up in the global media industry.

In this role, you will have a massive impact on the company's growth by helping prospects around the world to understand the value Froomle offers with AI-based content distribution. You will work closely with all members of the marketing and sales teams to grow the amount of companies trusting in Froomle.

In this job, you will have a great career opportunity of being in the driver's seat of our international business growth.

Your role and responsibilities

- You are a true hunter and achieve your sales targets by converting leads into customers.
- You understand the importance of a good sales process and an up to date CRM platform, and you act accordingly.
- You provide actionable feedback to the SDRs and Marketing team about the leads they generate.
- In addition to the leads generated by the SDRs and the Marketing team, you also generate leads yourself.
- You communicate professionally, fluently and efficiently in phone calls, video calls, email conversations, social media conversations, personal conversation etc.
- You embed yourself in the global media industry, understand their challenges and priorities, and are able to use this knowledge to Froomle's advantage.
- For every prospect, you can quickly identify the relevant people in the organization and you manage to get in touch with them.
- Although you should not be an AI expert, you are able to understand the Froomle product thoroughly.
- You win the trust of your prospects by relating on a personal level, communicating professionally, being punctual, showing you understand their world and showing you master the Froomle product.
- You efficiently communicate with the marketing team how they can help you to achieve your goals.
- You provide feedback to the Head of Product about your insights into what your prospects expect from the Froomle product.

About you

- You are good with people and have commercial flair.
- You are enthusiastic to join a high-tech scale-up environment and you are interested in AI technology.
- You love experimenting with new sales tactics and you embrace change.
- You take responsibility for both achieving and missing your targets. You are a true hunter, a result-driven personality, with a proven track record of achieving measurable goals.

- You are a self-starter and need minimal supervision and guidance to get the job done.
- You do what is required to get your job done. If a piece of the puzzle is missing, you find a way to get it. You do not require others to create the perfect conditions for you.
- A few disappointments do not stop you.
- You have at least 3 years of professional experience in a commercial environment.
- Experience with selling B2B SaaS is a plus.
- You have excellent verbal and written communication skills in English. Knowledge of French, German, Italian, Spanish or other languages is a plus.
- You have a business degree or equivalent by experience.

Our offer

We care about the well-being of all Froomlers

- We reward ownership, ambition, positivity and curiosity.
- We are an equal opportunity and equal pay employer and value diversity at our company.
- We are a remote-first company with a good mix of working from home and getting together at the office.

We offer a competitive salary package, plus fringe benefits such as health insurance, transport allowance, extra vacation days and flexible working hours.

How to apply

Hit the Apply Now button and submit your CV and cover letter. We highly appreciate a well considered cover letter!

PS — Don't meet every single requirement to the letter? If you are excited about this role, we encourage you to apply anyways and convince us that you are the right person for this job.

<https://www.froomle.ai>