

In the past year emarsys UK has grown exponentially and is a leading Email Platform and Service Provider in the UK with hundreds of international clients and cutting-edge technology. Currently emarsys has offices in London, Vienna, Munich, Berlin, Paris, Zurich, Hong Kong, Beijing and now Russia.

More than 800 companies worldwide are among our satisfied customers and send a combined volume of more than 3 billion emails each month using our email platform. We also manage the work for eBay globally, Vodafone, Coca Cola, Canon, Motorola, Honda, Burton, Playboy UK, Zurich Insurance, Deloitte and many more.

As part of its rapid expansion programme emarsys Russia is now looking for additional New Business Development Consultants to drive its growth forward. emarsys is the fastest growing SaaS ESP with a fun and fast paced office environment with many of the team earning well in excess of £100K

## Senior Sales Consultant/ SaaS Sales Consultant- Russia

### Requirements:

The ideal candidate will be self-driven, results-oriented with a positive outlook, and a clear focus on new business. A natural forward planner who critically assesses own performance, is mature, credible, and comfortable in dealing with decision makers. The right candidate will also be reliable, tolerant, and determined, as well as an empathic communicator.

- Proven track record of generating new business is essential from cold call to close
- Experience in Corporate Sales (B2B), with a proven record of exceptional work
- Generate new business ('hunter' role and not a 'farmer' role)
- The ability to cold call and generate own appointments, leads and pipeline is absolutely essential
- Enjoys working in a structured, targeted environment to challenging KPIs
- Great negotiation and communication skills
- Highly self-motivated, organised and be able to manage own time
- Flexible and adaptable to meet the needs of the changing market, our customers and the business
- Reviewing your own sales performance, aiming to exceed targets
- Good business sense
- Good communications skills, both writing and verbally
- To be self-motivated but able to work as part of a team
- Good organisational and time-management skills
- A positive attitude
- Good negotiation skills and persuasiveness
- Confidence presenting to large groups of people
- To enjoy networking and meeting new people.

**The right candidate will speak English and Russian, which is a must**

**The right candidate will also reside and be eligible to work in Russia**



emarsys eMarketing Systems AG. E-Mail: [office@emarsys.com](mailto:office@emarsys.com), Web: [www.emarsys.com](http://www.emarsys.com), Facebook: [www.facebook.com/emarsys](http://www.facebook.com/emarsys)  
Registered at: Commercial Court Vienna, Registry Number: 197024t, VAT ID: ATU 50359801

<b>Austria:</b>	Märzstraße 1	A-1150 Wien	Tel: +43-1-4782080-0	vienna@emarsys.com
<b>Germany:</b>	Maximilianstraße 4b Stralauer Platz 34	D-82319 Starnberg D-10243 Berlin	Tel: +49-8151-65041-22 Tel: +49-30-2977818-0	munich@emarsys.com berlin@emarsys.com
<b>France:</b>	67, rue Anatole France	92300 Levallois-Perret	Tel: +33-17-0375463	admin.france@emarsys.com
<b>UK:</b>	100 Euston Street	NW1 2HQ London	Tel: +44-20-755456-21	uk@emarsys.com
<b>Asia-Pacific:</b>	139 Hennessey Road	Wanchai, Hong Kong	Tel: +852-3168 2500	hk@emarsys.com
<b>Switzerland:</b>	Kanzleistrasse 53	8004 Zurich	Tel: +41-44-24670-92	zurich@emarsys.com

### Desired Skills & Experience

- Experience with Software-as-a-Service (SaaS) applications for Online Marketing experience is a plus
- E-Marketing Know-how

### What we Offer

- A job with a dynamic and experienced team of professionals
- A company with an international outlook and a good market positioning
- A very fast growing business
- Competitive remuneration
- Laptop, Phone and paid expenses.

Interested? Send your CV and a covering letter via email to: [mohamed.hassan@emarsys.com](mailto:mohamed.hassan@emarsys.com)

Find out more about us at: [www.emarsys.com](http://www.emarsys.com)