



**Job Title –New Business Development / Delivery Watch / (SaaS) Sales**

**Location - emarsys UK, London**

**Duration - Full Time**

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 and Beijing.

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 UK is now looking for a New Business Sales Consultant with a large amount of exposure to email deliverability or Delivery Watch tool, 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

#### **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
- Understanding of deliverability issues and major ISPs' current practices
- A strong technical background with a significant focus on online marketing
- Online and/SaaS/or Direct Marketing
- E-Marketing Know-how
- Familiarity with deliverability issues facing organizations sending a large volume of emails per month
- Solid knowledge and hands-on experience with internet technologies & standards;  
**Email protocols: SMTP, DNS, HTTP, IMAP, and POP**
- Experience with existing web service API's; *E.g. Twitter API, Facebook API*
- High level of proficiency and familiarity with online communication tools, such as social media tools and Google tools
- 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
- Experience in Corporate Sales (B2B), with a proven record of exceptional work
- Generate new business ('hunter' role and not a 'farmer' role)



- 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.

#### **Desired Skills & Experience**

- A strong technical background with a significant focus on email deliverability
- Experience with Software-as-a-Service (SaaS) applications for Online Marketing or CRM.
- E-Marketing Know-how

#### **What we Offer**

- Generous reward package with uncapped commission
- Laptop, mobile and personal expenses
- Opportunity to travel to London and Vienna for training
- Ability to quickly progress based upon performance