

## Siteimprove is looking for Swedish Sales Assistants

Would you like to be a part of one of Denmark's coolest and most international teams? If so, Siteimprove is the perfect place for you. Given our growing success, we are now looking for Swedish students to join our young and social team.

Working in close collaboration with people from all over the world, you'll play a key role in handling outgoing calls and emails from and to prospects with the intent of promoting Siteimprove's products and services to qualify interest and generate sales leads. As part of our Swedish team, you'll need to speak Swedish fluently in addition to English.

At Siteimprove, we like to work hard and play hard, which we often do in our prime location in the heart of Copenhagen on our outdoor sunny patio. Working hours are approximately 15 hours/week.

We pay 150 DKK per hour, and in addition, you will receive 2% of every booked demo that leads to a sale. For the right candidate, this position can offer growth opportunities within Siteimprove's sales organization.

### Responsibilities:

- Ensure each qualified lead or account is established within the Customer Relationship Management (CRM).
- Place 40-60 outbound calls/emails per day.
- Forward qualified leads to the direct Account Manager. Track and prioritize leads to ensure timely follow-up.
- Effectively communicate to gain customer confidence and increased profitability.
- Keep current on product features, advantages, and benefits to ensure accuracy during qualification/lead generation process.
- Demonstrate consultative sales approach by creating value based partnerships with customers.
- Approximate daily activity ratio: 70% correspondence (emails/calls, etc.) and 30% administration.
- Provide manager with updates regarding progress against daily, weekly, and quarterly goals.
- Provide recommendations and best practices for emerging online marketing opportunities and tactics that assist in achieving Siteimprove's organizational goals.

### Requirements:

- You are most likely studying a bachelor's degree in marketing, communications, computer and information sciences or related field, or any combination of experience and training that provides the required knowledge, skills and abilities.
- You have an interest in sales and maybe even experience within business development, lead generation, outbound calling or equivalent; however, this is not a requirement if you are not afraid to be on the phone.
- A willingness to learn new skills and have fun while doing it 😊

### Preferred skills:

- Excellent verbal and written communication skills working in a professional environment.
- Strong collaboration and teambuilding skills.
- Excellent time management, organizational and planning skills.
- Ability to multi-task and adapt to a fast paced environment.
- Working knowledge of social media.
- Ability to use and research social media and internet to qualify leads and support sales.

### Who are we?

Siteimprove is a Software-as-a-Service company that provides web governance tools to thousands of customers worldwide. The last couple of years have been nothing short of incredible. We have grown by more than 500% over the past few years, a growth that reflects our success in the rapidly emerging space of web governance. This all translate to a fun and exciting work environment where spirits are high and development opportunities are many for those who dare and want.

### How to apply

If you find this position interesting, please send your application and CV to Key Account Manager, Martin Kramer, mkr@siteimprove.com no later than **September 30, 2015**. As we would like you to start as soon as possible, we will be reviewing applications continuously.