

Sales (hunter) – Digital Agency

Description

As Sales (Hunter) at our digital agency, you will be responsible for achieving revenue growth by acquiring new clients and expanding business with existing clients. You will have an active own network on corporate, medium and large SMEs.

About us

We are a passionate (international) team of digital pioneers, entrepreneurs, designers and developers, united by our shared passion for exploring new possibilities in the digital world. We design, create and innovate. We are in a constant state of growth, exceeding every expectation, embracing risk and making it playfull

Come join our team and be part of a dynamic and innovative organization. Apply today and help us shape the future of digital and analog geeks on a global scale.

About the position

As Sales at our digital agency, you will be responsible for revenue growth by acquiring new clients and expanding business with existing clients. You will play a key role in developing and implementing sales strategies to meet and exceed targets. This is a great opportunity to be part of a dynamic team and contribute to the growth and success of our agency.

Responsibilities

What you will do

Identify and approach potential customers through various channels such as cold calling, networking events and online platforms.

Build a great funnel of new customers using the best tools

Build and maintain strong relationships with new customers, understand their business needs and provide customized digital solutions.

Conduct co thorough market research to identify new business opportunities and stay abreast of industry trends.

Prepare and deliver compelling sales presentations and proposals to potential clients.

Negotiate and close deals, securing lasting contracts and long-term client partnerships.

Collaborate with the creative and technical teams to develop innovative digital strategies and solutions for clients.

Monitor and analyze sales performance and provide regular reports and recommendations to the management team.

Keep abreast of industry developments and continually improve knowledge of digital marketing trends and technologies.

Qualifications

Hiring organization

Candidate-1st

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

permanent

Industry

Advertising

Job Location

Haarlem, The Netherlands

Working Hours

40

Base Salary

euro 3500 - euro 5000

Date posted

April 24, 2024

Valid through

31.05.2024

Who are you

- You are an experienced sales or business developer in our market;
- You are communicative and fluent in **Dutch** both written and Spoken;
- You know how to develop new concepts together with clients;
- Branding, brand management, web development and online marketing are no strangers to you and you have extensive experience in them;
- Of course you are a winner and you go for results;
- You feel comfortable in a driven and creative team where humor is in the DNA.