



Position: SALES SPECIALIST

Location: 3-6 months in Switzerland and then Los Angeles

Contract: ASAP – Full-Time

Contact: talent@rachelelewis.com

RLT is searching for a talented Sales Specialist for a young and ambitious Swiss Tech Startup, working internationally.

Specializing in extremely high quality realistic 3d building models, urban environments and cities, their clients include game studios, VFX studios (Hollywood films), visualizers, engineering companies (e.g. Autonomous Driving), architects/engineers and advertising agencies. They also provide technical consulting services for realistic 3D urban environments and cities.

This is preferably a full-time, permanent position but this could potentially be part-time for the right individual. A creative studio environment with an international vibe, the goal is to initially be with the team in Switzerland learning about the company's product and services, then come back to the states and begin meeting with leads.

Exciting and fortuitous opportunity to be "on the ground floor" as the company takes off. This product/service is of the highest quality and will be sought after with emerging technology and virtual production needs.

Location:

- Start: 3 to 6 months of in-house mentoring near Zurich, Switzerland
- Later on: location in US to be defined (preferably Los Angeles Area)

Your role:

- Sales: Lead generation and conversion into profitable sales for products and services
- Analytical, unsupervised lead search and development
- Drive and execute sales meetings (virtually during COVID-19 and face-to-face post COVID-19)
- Drive client acquisition for our products and services
- Meticulous CRM handling (MS Dynamics) and reporting
- Monitor, measure and report the effectiveness of sales initiatives
- Drive and develop consistent, relevant traffic and leads from social network presence, events, conventions, partnerships and webinars

Your profile

- Bachelor's or Master's degree in sales or a proven career track record showing equivalent results
- 2-3 years of B2B sales experience; **mandatory**
- Native English speaking (or C level); **mandatory**
- Excellent business communication and writing skills (grammar)
- Excellent organizational and project management skills
- Ability to work in a structured manner, independently and solve problems with limited supervision
- Collaborative work style, proactive and self-motivated personality, "can do" attitude, strong work ethic
- Have an affinity with the entertainment sector, specifically towards the game and movie industries
- Avid interest in video games or similar technologies
- Strongly developed cultural awareness towards business with international clients
- Strong diplomatic skills when needed

Setup

Due to the technical nature of the work, an initial phase of 3 to 6 months of dedicated sales mentoring will be provided on-site in Switzerland. After this phase (depending on COVID), the sales specialist will be expected to relocate to a location with close proximity to leads (preferably Los Angeles Area).

Company Offers

- Creative studio environment; International vibe
- Flexible work time
- Excellent career path
- The excitement of being "on the ground floor" with us as our company takes off
- Pet friendly office
- Relocation support

To expedite process, please submit resume to talent@rachelelewis.com

If you fit the criteria needed for this position, we will email you to set up a phone call.

This job description is not meant to be all inclusive. Employees may be required to perform other duties to meet the ongoing needs of the organization.

At this time this client does not have the capacity to hire anyone who does not already have legal right to work in the United States.

Thank you.