

Account Executive – AI/SaaS Startup in Sunny Barcelona

First check out our 30s video: <https://vimeo.com/198710724>

Cien, Inc. is a Silicon Valley style startup in the heart of sunny Barcelona! We are well-funded and work with one of the most exciting technologies available today: Artificial Intelligence! Our product, the Cien App, makes sales people much more productive by “Measuring What Matters”. We use the concepts of Predictive & Prescriptive Analytics to produce real ROI!

We are looking for A-players to join our fast-growing team. We can offer a competitive salary, nice perks, company equity, excellent opportunities for career development and a fun and inspiring work environment.

To be considered for any Cien Team position, you must meet the following criteria:

- 1) Be ready for a fast-moving and challenging environment, where we strive to create a world-class product and customer experience
- 2) Be fluent in English – we are a global company, and all work communication is in English
- 3) Have a bachelors or equivalent degree in a relevant subject matter
- 4) Be a EU citizen or eligible to work in Spain

As an Account Executive, your mission is to close opportunities created by our Sales Development group. We apply a very metrics driven approach to sales, but it is not just about making a lot of calls. We measure what matters in Sales and you will have unique insights that will improve your productivity beyond what you thought possible. We are the users of our own product, the Cien app and you will be able to give concrete examples of its benefits and success stories. This position carries a quota and comes with a competitive base and commission structure that offers you excellent earnings potential.

For the Sales Development Rep position, we also highly value the following skills:

- 1) 1+ Years of Selling a Software Product
- 2) Familiarity with CRM Systems & Marketing Automation Tools
- 3) Familiarity with modern Sales Processes
- 4) Excellent Phone and Email Writing Skills
- 5) Organizational Skills to keep careful notes
- 6) A Creative mind, where you are not afraid to try new ideas
- 7) Business Fluency in one of the following languages: Spanish, German or French

If this sounds like a dream position for you, please submit your resume to jobs@cien.ai along with salary history and availability to start working in our Barcelona office.