

Sales Development Rep – AI/SaaS Startup in Sunny Barcelona

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

To join Cien, you'll need to be ready for a **fast-moving and challenging environment**, be **fluent in English**, have a **Bachelor's or equivalent degree in a relevant subject matter** and be **eligible to work in Spain**.

Check out a 30s video we made just for you here: <https://vimeo.com/198710724>

If you are sales rep looking for your next challenge, eager to tackle new obstacles and to shape the future of our sales strategy, all in the context of the Machine Learning field and with an international diverse team, keep reading! We are growing fast and are always looking for awesome people....*are you one of them?*

As part of the Sales Development Team, your mission is to make prospects and leads aware of and excited about the benefits of the Cien App, and make them further engage with our Sales Team. In this role you will be researching, prospecting and qualifying new business leads and sales opportunities for the closing team. We apply a very metrics driven approach to sales and you will be on the front lines and often the first one to talk to our prospects. Because we are the users of our own product, the Cien app, you will be able to give concrete examples of its benefits and success stories. You will also have access to cutting edge technology not available in other sales jobs.

We are looking for someone who is highly motivated, tenacious, thick skinned, and self-starter; someone that wants to build a sales career and uncover revenue-generating opportunities, with great earnings and promotion potential. Be a part of the founding team, and bring your intense work ethic along with the desire to make an immediate impact.

Interested? Please only apply if you if you meet the following description:

1. You have experience in **selling a Software Product**.
2. You are familiar with **CRM Systems & Marketing Automation tools**.
3. You are familiar with **modern sales processes**.
4. You have **excellent communications skills**:
5. You love to **take initiative** and **enjoy being challenged** against ambitious targets.
6. You are **organized and detail oriented**.
7. You have a **creative mind** and are not afraid to **try new ideas**.
8. You are **curious to learn about people's needs** and you are also a **great story teller**.
9. If you are business fluent in German or French, that's a plus.

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