

Plytix is hiring

Account Executives

Who is Plytix?

Plytix is a real tech startup just like you see in the movies. Our office in Malaga is a big residential house with bean bags, hammocks and computer screens everywhere. The atmosphere is pretty sick and we all work significantly more hours than stated in our contract and for way less money than most of our former classmates from college.

We do this because we are all fucking romantic lunatics who are driven by a higher purpose. We are naive enough to believe that our little team of nerds can transform the entire ecommerce industry as we know it and even challenge some of the largest players in tech. And of course, we do this because when we succeed, we'll all be swimming in dollars like Scrooge McDuck.

Your role...

You will be first and foremost responsible for managing your own sales pipeline. Your job is to, through close dialogues across different departments and product demonstrations, and ultimately convert our trial clients into paying clients (NO cold-calling).

In short... securing the preservation and growth of our trial client base. But that's not all. We work on a subscription-based model, so the real growth comes from upselling and customer-retention. That means you are also responsible for building a lasting relationship with your clients, and make sure they stay happy campers.

What are we looking for...

Our ideal candidate is someone with a high reward, entrepreneurial personality; a go-getter, who will confidently take the initiative on decision-making, and who can work independently.

Apart from that, it is important that the person will fit into our culture, and here are some of the things that are important to us.

- We believe in attitude over experience. So don't worry if you don't know it all from day one - we don't either, but we expect that you'll have the willingness to learn and find answers on your own.
- We want happy people who can handle a high paced, dynamic environment without freaking out.

- Our culture is important for us and we prefer to work with people who we can also hang out with outside of work.
- A sense of humour (we're serious)
- Your English, especially your writing, has to be better than that of our Danish founder and CEO.

P.S: Industry knowledge with an interest in tech and ecommerce would be great (no point doing something you don't love)

What's in it for you?

- The chance to be a part of an exciting start-up business; ambitious to be the next billion dollar company.
- Flexible working hours
- 40 hours per week, depending on personal preferences
- Stock options (if full time)
- Catered, free lunch (if working from Malaga)
- Ice cream, Coffee, beer and all that shit for free (If working from Malaga)
- To be a part of an employee-first culture
- The chance to be a part of an exciting start-up business, ambitious to be the next billion dollar company and work with a multicultural team of awesome individuals
- And of course, super nice and smart colleagues

Now go on and send an email to tim@plytix.com that includes:

- Your LinkedIn Profile
- Non-boring motivation Letter
- Your availability to start