



Open Position: International Sales Manager (English native or bilingual)

Go—PopUp offers a full-time position as International Sales Manager for the UK and other top and emerging markets, based in Barcelona. Go—PopUp is the European leading agency for ephemeral retail and marketing, pop-up stores and corporate events. More information at <http://www.gopopup.com>

Job Description

The objective of the International Sales Agent is to close sales of pop-up rentals and projects by getting rental agreements between landlords and tenants, and managing projects with suppliers related to pop-up actions:

- Receive and study international sales opportunities (inbound)
- Generate opportunities by proactive actions (outbound)
- Scout for spaces suitable to comply tenants needs of accepted opportunities, if the tenant didn't preselect a location in our catalog
- Prepare proposals to tenants
- Conduct negotiations among landlords, suppliers and tenants
- Project Management during preparation and production of events
- Prepare documentation for the administration process once the transaction is confirmed (including budget and customer data)
- Report results to the Sales Director

We offer

- Full-time labour contract, with Spanish Social Security
- Compensation as fixed monthly assignment plus sales incentives as a percentage of sales margin (completely visible for you at any moment)
- Job based in Barcelona, Spain (office at 22@ business district)
- Home office and flexible timing is possible (subject to customer needs)
- Team work and motivating environment in a dynamic international startup company

Skills profile

- University or Master Degree
- 4 years-minimum sales and administration experience is required, Commercial Real Estate or Marketing and Events Agencies preferred
- Invoicing skills to solve questions related to those matters
- Good communication and didactic skills
- Commercial, dynamic, empathic, and assertive profile with the client
- Focus on quality and results
- Proactivity and responsibility
- Organised person to correctly setup priorities and resources
- Good command of IT office tools
- Languages: English native, other European languages are a plus (French, Italian or Portuguese preferred)

If interested, please send us an e-mail to:
jobs@gopopup.com
including CV and Cover Letter. Thank you!