Job Description:
Sales & Account Manager

PressEngine is the leading marketing platform for the Video Games industry. The platform enables video game developers, publishers, and agencies to execute campaigns to media and content creators with bespoke tools for code management, outreach, digital and in-person events and video and editorial tracking

PressEngine is ready for large scale growth, and the new role of Sales & Account Manager is designed to help grow the business by bringing new customers to the platform and build upon relationships with existing clients.

As we are a small team the role will also include additional duties, which will drive your understanding of the platform, such as testing new features, receiving and dealing with support requests from both clients and press, managing incoming account approvals, and other duties as and when required.

Core Responsibilities
- Drive sales for both inbound and outbound business
- Manage and improve Sales CRM
- Deliver agreed client acquisition revenue targets
- Identify and engage new potential customers
- Get to know our existing clients and build on existing relationships
- Prepare demonstrations and assist potential clients through to completion
- Recognise customer needs to benefit both clients and the platform
- Build relationships within the industry to cultivate new opportunities

Additional Duties (shared with the rest of the team)
- Testing new features of the platform
- Receiving, managing and dealing with client requests
- Managing incoming account approvals and reporting

It is expected that the role will grow with the platform, and strong performance will facilitate the potential to employ others to assist with this role.

Expectations
The role expects the person fulfilling it to be:
- Able to self-manage their time and workload
- A driven, approachable, and determined sales-driven attitude
- A self-starter, innovative in their approach and way of working
- A friendly and relationship-driven manner
- Eager to learn and motivated with plenty of curiosity

To be successful in this role it would be advantageous to have a working knowledge of the video games industry and previous experience in a sales role. It would also be a great benefit to have worked within the "Software-as-a-service" industry previously.

Reporting Line

This role reports to the COO, Gareth Williams.

Role Specifics

This is a salaried full-time role. You will be expected to work a 37.5-hour week. The work time for each business day is flexible and should be managed by yourself, but you will be expected to work at least 4 hours a day within the hours of 9am – 5pm (UK Time).

The role is not office-based, you can work from wherever you wish.

Salary and Benefits

The salary is £32,000, plus commission paid quarterly. Expectations are that final salary OTE would be in the region of £60,000.

PressEngine Limited has an enhanced 25-day holiday package, plus bank holidays, plus two wellbeing days per year.