



Company Description

Roble app is a digital wellness startup in seed phase offering a product that is targeted specifically towards people over 60 years old. It operates in the AgeTech sector, an increasingly emerging topic globally. The product is a SaaS platform for public administrations and insurances, that help them to promote active aging practices in their community Seniors: mental and physical training, learning opportunities, and socialization activities. Our vision: "We believe in a world where all people can live happy and care-free for their entire life."

Information

 Deadline: 2022-08-31
 Category: Business
 Province: Bizkaia

 Country: Basque Country
 City: Bilbao

Company

Roble App



Main functions, requisites & benefits

Main functions

Offer description: We are looking for Sales professionals with more than 2 years of experience selling software, digital or health solutions mainly to the Public Sector, but also to Health Insurances or Banks . We require an entrepreneurial profile with the capacity for planning, execution and ownership. This is a possibility to join a growing startup at an early stage and be in control of your own career trajectory as a sales leader. Offer summary: Location: fully remote, but need to be hired in Bizcay; Required languages: English and Spanish proficiency - Euskera is a strong plus; Remuneration: to be discussed and based on experience. Fixed + commissions; Starting date: September 2022; Type of work: Full time. The person will be responsible for: Manage the territory assigned (North/West of Spain) with a focus on generating and closing new business into the different Public administrations entities; Understand and solve customer pain points through Roble unique value proposition; Consistently overachieve on quarterly/annual revenue goals; Maintain our CRM accuracy to secure the required resources and assistance to help on opportunities.

Requisites

Requirements: Minimum 2 years selling experience into in the Public Sector space in Spain; Experience selling Software, Digital or Health solutions; Hunter mentality and be able to navigate through a long and complex sales cycle; Experience with CRM (HubSpot); A self-starter who looks to solve problems, drive pipeline and execute; Bachelor's degree in Business or related area preferred Optional but preferred: driving license and owned car.

Benefits

Benefits: Full remote work Indipendence and flexibility Fixed salary + varibale commissions

