



Sales Representative

New York City, NY – Full-Time position

THE COMPANY

EasyMovie is an innovative video creation platform for companies. We make it possible for large groups (banks, insurance, retail, industry) to autonomously create professional quality videos. These companies can then make a large quantity of homogenous videos via their employees, within their time and budget constraints. We give them powerful tools (mobile app, SaaS platform) that their agencies or our experts can personalize and implement within each business.

Since 2013, EasyMovie has made it possible for companies like PwC, HSBC, L'Oréal, GE, or Hewlett Packard to create more than 20,000 videos. Today, we have more than 40 employees. We currently have offices in New York and Paris and we are experiencing a tremendous growth period.

THE POSITION

A new position within a fast-growing company, this is a highly rewarding opportunity for an entrepreneurial profile who can act independently, thrive on the challenge of prospecting new clients, and most importantly, knows how to close a deal!

We are bringing an innovative video solution to the North American market, and we need an EasyMovie spokesperson to:

- Manage and execute sales strategies with international and Fortune 500 companies
- Actively push opportunities through your pipeline, ensuring nothing falls through the cracks
- Identify and initiate contact with new prospects
- Successfully pitch EasyMovie through email, phone, and in-person demos in order to develop personal relationships with potential clients
- Cultivate a strong and productive relationship with existing clients to grow revenue
- Close four to five figure deals on a regular basis to exceed sales goals
- Work closely with the Head of Sales to develop their skills and actively help optimize the sales process

WHAT WE ARE LOOKING FOR

We are looking for a personality rather than a set of skills, a highly-motivated individual (with two to five years of experience) who will believe in our innovative solution as much as we do!

For the interview:

- Your salesmanship will be more important than the industry you worked in before
- Your pugnacity will be more important than the client network you may already have
- Your enthusiasm will be as important as your track record

As we are expanding our New York team and growing fast, there will be a lot of opportunities for you. In return, we will ask you to be:

- Accountable
- Easy-going and collaborative
- Versatile and motivated by an entrepreneurial experience
- As one of the pioneers of our first US bureau, a true team player!

Package salary: \$120k

Every employee works with an iPhone and a MacBook

Interested? Reach us at [joinus@easy.movie!](mailto:joinus@easy.movie)