

# Account Executive.

The sales and customer success team at Ciara is responsible for signing people up to Ciara, and getting them to use it, love it, and share it with their colleagues. As an account executive, you will be our closer and in charge of bringing in revenue from leads. You will collaborate with many different professionals & departments, build long-lasting relationships with customers, and actually see your contributions to Ciara's success pay off.

## YOUR OPPORTUNITIES.

- ✓ Take leads and turn them into revenue by being persistent, but not a pain.
- ✓ Have relentless motivation to close deals and develop long-lasting relationships with your customers.
- ✓ Ensure a smooth customer journey.
- ✓ Utilize CRM tools to track sales progress, sales pipelines, and all relevant information.
- ✓ Gather customer feedback to generate ideas for the product vision and roadmap.
- ✓ Work closely with Marketing and Product teams to ensure brand consistency and increase sales.

## YOUR PROFILE.

- ✓ You have successfully completed your university degree in business (or similar).
- ✓ You speak English and German.
- ✓ You have experience in a customer-facing role.
- ✓ You consider yourself a people person and have experience leading a team.
- ✓ You have an entrepreneurial spirit, a passion for technology, and willingness to sell it.
- ✓ You're tech-savvy, confident, and have an international focus.

## WHY CIARA?

- ✓ We foster a culture of fast progress, open communication, and personal advancement. You'll learn what it takes to build a young company and get your own ideas to work.
- ✓ We work and celebrate as one strong team and support you to reach your goals. Individual learning is important to us and we'll help you make huge steps forward in a short time.
- ✓ We pay a competitive salary and provide you with all the personal freedom you need to get your job done your way.

**Does this match your expertise, experience, and aspirations?  
Apply here - no cover letter necessary.**

**Apply now!**