

Head of Sales & Partnerships

About us...

At Imvizar, it is our vision to revolutionise storytelling through truly immersive, storytelling experiences. We are pushing the boundaries through our user-centric interaction design process to create experiences which evoke emotion and connection unlike any other.

The heart of our company is the Imvizar app, on both iOS and Android, which displays a library of cloud-hosted AR experiences. Each experience is unlocked at a specific location and the content enhances that location.

We have recently launched immersive AR storytelling experiences in Ireland, UK, Portugal, United States and Australia. It is a very exciting time to join as we are an award-winning, high-growth startup with big plans for the coming months and years.

The Opportunity

As Head of Sales and Partnerships, you will be responsible for building and executing strategies to drive awareness, customer acquisition and retention for our augmented reality startup. You will lead the sales function with a focus on Tourism, Education and Entertainment. You will establish an effective sales funnel by building a comprehensive sales pipeline and engaging with prospective clients. In this role, you will work with a highly creative and innovative team to help bring our vision to life on a global scale. You should have a passion for taking startups and small businesses to the next level, and a desire to enhance visitor experiences on a global scale.

Key Responsibilities

- Develop a comprehensive growth strategy including a sales pipeline and funnel to attract, acquire, and retain customers.
- Identify and target new revenue opportunities and engage with prospective clients.
- Manage and grow relationships with existing clients.
- Lead and motivate a sales team
- Use data to optimise sales efforts and report on sales performance
- Stay up-to-date with industry trends and technology
- Identify and lead suitable public tender submissions
- Build relationships with creative studios around the world who can add content to the Imvizar platform
- Build partnerships with companies in the immersive industry to form suitable collaborations which support our growth

The ideal candidate will have...

- 7+ years of sales experience, with at least 3 years in a leadership role
- Proven track record of meeting or exceeding sales targets
- Experience in the augmented reality, technology or tourism and visitor attractions industry preferred
- Strong communication and negotiation skills
- High attention to detail with ability to ramp up quickly and become an authority on our business
- Strong analytical and critical thinking skills, with curiosity to resolve problems, identify emerging business trends, be creative and find innovative solutions
- Excellent commercial acumen with direct experience of preparing and submitting complex bids and/or tender responses.
- Ability to work independently and as part of a team
- Entrepreneurial mindset with an ability to self motivate

Compensation

A competitive salary with bonus and equity options

Additional benefits

- Share options
- Flexible working hours
- Training days
- Company events
- Work from home

PLEASE NOTE: This position is hybrid in Dublin/Ireland.

Next Steps

Send us a one-pager outlining why you are suitable for the role, along with your CV and relevant links for e.g. LinkedIn profile, website, GitHub or other project links you think might be of interest, to careers@imvizar.com

This role is also open on LinkedIn

The opportunity will remain open until the right candidate is found so we encourage interested applicants to apply as soon as possible.

Please note:

No recruiters, please. Only shortlisted candidates will be contacted for further discussion. Thank you for your understanding and interest.



A culture of creativity is at the core of Imvizar. Our commitment to diversity, equity, and inclusion are central to our mission and to our impact. We strive to create a workplace that reflects the communities we serve and where everyone feels empowered to bring their full, authentic selves to work. We know that having varied perspectives helps generate better ideas to solve the complex problems of a changing world.

