



Account Executive at **UBIO**

Full Time. Remote working.

We are UBIO. Program the web.

UBIO provides Bot Automation solutions for businesses in the travel and recruitment sectors, giving our customers the ability to connect to any website, without needing an API.

For travel aggregators, online travel agents and metasearch we provide key availability and pricing data for hotel rooms and flights; and enable their customers to directly buy tickets or book rooms on any airline, hotel or online travel agent, while staying on our clients website. For job boards, we provide technology which allows applicants to stay on the job boards websites when applying for roles and stop redirections to ATS platforms and other third party websites.

There's a lot more about us on our website, <https://ub.io>

UBIO is nine years old and currently has 55 employees, a mixture of engineers, product, commercial and support staff. We've raised £10m to date and have recently raised a substantial strategic investment round from our client, trivago. Our growth is powered by automating transactions for clients including Google, trivago, Kiwi, Sonic Jobs and TickX.

How we work

Our team is fully remote but there are often opportunities to meet and work together. We have a team in Romania, Europe and all over the UK. We operate a flexible working policy and offer employee share options to all employees. If you're full time with us in the UK or Romania, we offer private healthcare and a pension (UK only).

Diversity at UBIO

UBIO is inclusive, and we believe diversity drives creative innovation. Our products connect and make sense of information on the web, whatever its source. Similarly, we're striving to build a culture that reflects all corners of the community. We've embraced a commitment to diversity and inclusion where everyone feels empowered to involve themselves regardless of their gender identity, race, age, sexual orientation or background.

The role

We are looking for an ambitious and energetic Account Executive to join our small sales team and our mission to grow our recurring revenue within the online recruitment/jobs board sector..

As an Account Executive you will be an important part of our commercial team. Working closely with your colleagues and answering to our Head of Sales you will follow prospects from lead generation all the way to closing deals.

If you have a good head and passion for technology at a comfortable conversational level, you will be extremely excited to learn about our tech and how it transforms our customers' business.

Your responsibilities will include:

- **Sales**
 - Email, call and communicate with leads generated by our marketing team to convert them to Sales Qualified leads
 - Inside Sales/Lead gen including cold calling and messaging to prospects that fit our ICP based on lists generated by you in conjunction with the Head of Sales and Marketing team.
 - Attend events and trade shows to meet prospects and generate leads
 - Book calls, run demos, discovery calls and scope opportunities
 - Manage contract negotiations
- **Team and process**
 - Involve and seek support from various team members from within and outside of the commercial team
 - Follow our sales process as set by the Head of Sales
 - Keep our CRM and other tools up to date according to standards set by commercial leadership
 - Collaborate with the Marketing team on lead generation, demos and sales enablement materials
 - Collaborate with the Customer Success team to ensure processes are followed in preparation for customer onboarding
 - Collaborate with the Product, Automation and Support teams on customers requirements and special features needed
- **Inform and perform**
 - Keep the Head of Sales and wider business aware of pipe progress, challenge and opportunities
 - Own a percentage of our Quarterly and Annual sales targets, liaise with the Head of Sales and wider commercial team to achieve or exceed those targets
 - Continuously educate yourself on our product as it evolves
 - Continuously educate yourself on our ICP's business and commercial goals
 - Highlight any challenges and opportunities to the wider team

You have

- 2+ years closer experience selling technology to SMB and/or Enterprise customers
- Very good level of English, spoken and written
- Passion for technology (and selling it!)

- Proven and demonstrable excellent sales track record
- Experience in researching and generating leads independently
- Experience creating and adapting enablement content
- Passion for a fast paced, roll your sleeves up startup environment
- Experience within the Job Boards/Online Recruitment sector

It would be great if you also have:

- Experience with APIs and/or Automation products
- Experience within the travel tech sector
- Experience within the Events booking sector
- Experience in connectivity or data acquisition sector
- Familiarity with HubSpot and/or other CRMs

It would be a bonus if you also have:

- Grasp of API integrations, NodeJS
- Hands on experience with automation tools
- Hands on experience with low code tools

How to apply

If this all feels right for you, we would love to talk to you. Please send CVs and links to other resources (e.g. linkedIn, portfolios) to **mel@ub.io**.