

United States Jobs Expertini®

B2B Sales Consultant (Remote)

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Company: Rever

Location: San Francisco

Category: other-general

About us:

Rever is built to help world-class companies to execute their frontline operations with excellence by empowering their frontline employees to make things better. We impact not only the performance of some of the world's largest companies (such as Volkswagen, Grupo Bimbo, Hyundai, Thermo Fisher Scientific, etc.) but also the lives of thousands of individual frontline workers. We are headquartered in Silicon Valley, with an operations center in Guadalajara, Mexico's tech hub.

We are backed by some of the best investors in the world: Sequoia Capital, Zetta Venture Partners, Ulu Ventures, and B37.

At Rever, we are solving problems that few dare to touch. We have built an Enterprise SaaS platform used by world-class manufacturers in over 1500 sites, in over 40 countries, and in over 17 languages. Our end-users are unique: prior to Rever, most of them have never used digital technology at work. This brings unique opportunities and challenges.

We seek a B2B Sales Consultant who will be responsible for successfully closing deals with potential customers. This is a unique opportunity to experience a startup culture with an innovative SaaS growth company.

What we need?

Previous experience doing complete B2B sales cycles, preferably selling to decision makers segment of manufacturing companies.

Experience in sales of products and/or services for manufacturing and technology focused companies.

Strong LinkedIn network.

What we offer?

Remote / Flexible work.

Attractive commission payment.

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