



Pivigo is seeking a

## **Junior Sales / Inside Sales person**

with immediate start date.

### **Introduction**

Pivigo is Forbes' fastest growing and most exciting business 2017. We are a fast expanding, VC-backed start-up in the London data science scene. Our CEO is one of the Top 100 Influencers in Big Data in the UK and we work with a wide range of companies, from FTSE100 corporates to the freshest start-ups, on solving any and all people-related problems they may have within Big Data.

In 2014 we started Europe's largest data science bootcamp (S2DS, [www.s2ds.org](http://www.s2ds.org)) and we are now expanding our services and partnerships. Help us build one of the most exciting data science start-ups in Europe!

### **Tasks and responsibilities**

The sales person is expected to take responsibility for researching industries and sectors for the most promising sales leads, and initiate contact with them. Specifically, we look for someone to:

- Research the VC and PE landscape of Europe;
- Explore the SME market of the UK;
- Research which European markets would be the best to break into;
- Identify the companies with the best fit for our sales efforts;
- Find the best contact within these companies and initiate contact via e-mail and phone; and
- Feed-back to the sales team and support them in their efforts.

The sales person will be mentored by their sales and technical colleagues as well as the leadership team, learning and growing into a senior sales person that will enable you help private and public organisations adopt data science, machine learning and AI solutions, solving some of the world's greatest challenges.

### **What we look for**

- A highly driven, self-motivating individual looking to continuously learn and improve;
- An interest in the sales process and in progressing into a full sales role;
- Articulate individual with excellent written and verbal communication skills;

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- Basic understanding of what data science is, and the Big Data environment.

### **What's in it for you**

- A clear career path with a lot of opportunities to advance;
- Engage with senior decision makers in the tech and investment industry;
- Be part of an extremely exciting journey with Pivigo;
- Join a fantastic and close-knit team;
- Free cookies and professional massages!

Applicants must have their own right to work in the UK as Pivigo is not able to support visa applicants.

Apply by sending a CV and cover letter to [jobs@pivigo.com](mailto:jobs@pivigo.com)