

JUNIOR SALES REP

For those who need to identify and authenticate their customers quickly, securely, and conveniently. And for those who want to sign e-documents with legally binding e-signatures globally. MARK ID is a Trust Services Partner for Your Liability Control.

We help companies fight fraud, reduce costs, and meet KYC, AML, and GDPR compliance and regulation requirements, as well as enable digital channels and processes. Currently, we are looking for an ambitious and result-oriented personality to join and lead our Sales team.

As a JUNIOR SALES REP, you will play a crucial role in expanding our customer base while working with B2B clients from various markets who wish to find the best technology-based solutions for your businesses. Also, we see you working closely with your manager in order to grow further and become a sales superhero. If you have a passion for sales and this sounds like something you would be interested in, we will be waiting for your application.

What you will do:

- Do the market research, identify market potential and find opportunities for business growth;
- Contribute to the general team effort of making sales cycles smooth and efficient;
- Try out a salesman pants and learn how to pitch potential prospects or do some up-sell for the current ones;
- Day-to-day activities will include setting and running sales calls, preparing offers and closing new business – yes, we offer bonuses!

What we wish you would have:

- Good orientation in a fast-paced company and a can-do attitude;
- Respective interpersonal, team-working, and customer service skills;
- Excellent communication skills in Lithuanian and English (Polish is a plus);
- Skills to plan your work and meet agreed dead-lines;
- Experience in sales, especially in B2B, would be an advantage.

What we offer:

- Work with products that matter. To business and people. Because they make companies more transparent and legit and life easier when instead of being busy with the paperwork, you can spend this time as you wish
- A professional and supportive team that is keen on sharing their knowledge and spending time together
- Opportunity to grow professionally working with ambitious projects and plenty of startup spirit
- Office snacks, tasty coffee and other perks
- Hybrid working model