



Wyższa Szkoła Ekonomiczna w Białymstoku
Biuro Karier
Agencja Zatrudnienia (nr rejestru 376)
(nr oferty pracy 18/21)

Join the fastest growing AI software development company that leads the revolution 4.0

At MarketLab our people are at the core of our business, as we create technology and services that are changing the world of retail.

About us:

MarketLab is a Polish software company that provides advanced AI machine learning and image recognition technology for retailers, FMCG producers and healthcare companies all over the world. We are a 100+ team of elite programmers, engineers, analysts, and business, that aim to deliver best in class solution and experience to our customers. We are the fastest growing SaaS company in Poland and our goal is to be the leader in retail transformation technology based on AI and IoT.

Be part of MarketLab and let's work together to deliver advanced AI image recognition solutions for organizations to reap the benefits of AI in many market sectors including FMCG, retail, pharmaceuticals, healthcare, and field marketing.

About the role: Junior Global Sales Development Specialist

We are looking for an enthusiastic & self-driven new Junior Global Sales Development Specialist who is interested in playing a critical role in lead generation team as we target the biggest world players in FMCG, retail, healthcare, and marketing sector.

Your duties:

- Generate leads on the global level
- Contact potential customers and partners in the retail, fmcg and healthcare sectors
- Schedule appointments & demos
- Achieve growth and hit sales targets
- Update CRM and follow-up on the existing pipeline

We offer:

- A full-time contract with individual performance bonuses based on clear KPI
- Possibility of working 100% remotely and flexible working hours
- Comprehensive training in work and structure
- Mentor support: we can teach you all about the job
- Being a part of the Global Sales Team that appreciates your results and a creative approach
- Friendly work environment

We are a great fit if:



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- You like being in the sales department and you are open to learn
- You demonstrate good communication skills, both speaking and written in English
- You are able to generate leads using platforms such as LinkedIn and Google
- You can work independently, have a can-do attitude and proactive approach

Nice to have:

- Higher education degree or you are a student in your last years of study
- Other language skills will be a great plus

To apply for this opportunity, please send your resume to m.mlynarczyk@marketlab.pl or use the bottom APPLY.

We kindly ask you to include the follow disclaimer in your application documents:

"I hereby agree to the processing of my personal data for recruitment purposes in accordance with Art. 6 paragraph 1 letter a of the Regulation of the European Parliament and the Council (EU) 2016/679 of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46/EC (General Data Protection Regulation). I also agree to the processing of my personal data for future recruitment purposes in accordance with Art. 6 paragraph 1 letter a of the Regulation of the European Parliament and the Council (EU) 2016/679 of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data and repealing Directive 95/46/EC (General Data Protection Regulation)."

**MarketLab provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, sexual orientation.*