MeetinX
by Xorbit

meetinx.app

SALES

GLOBAL ACCOUNT EXECUTIVE

Freelancer, 25 to 40 h per week · Remote

Xorbit is a software company from Vienna. Our product family, MeetinX for video meetings and BookinX for online booking, is built for companies that value quality, design and simplicity. We work fully remote, as one international team, and give every person real ownership from day one.

As Global Account Executive you win and grow company customers for MeetinX and BookinX worldwide. You own the full sales cycle, from first meeting to signed contract.

MAIN RESPONSIBILITIES

- Run demos and sales meetings with decision makers
- Build and manage your own pipeline in the CRM
- Negotiate offers and close deals
- Feed customer insights back to product and marketing

QUALIFICATIONS AND SKILLS

- 5+ years in B2B SaaS sales
- Proven track record of closed deals
- Confident with top management
- English C1, any other language welcome

REMUNERATION

- 15% commission on every closed deal for the first year
- 10% commission on contract renewals
- Unique chance and experience

Have we got your heart beating faster? Apply and tell us why you should join our team. Send your application to jobs@x-orbit.app

Find a job you love, and you will never have to work a day in your life!

www.meetinx.app