

We're Go—PopUp, the European market leader for renting short-term commercial spaces for pop-up stores, live communication events and experimental marketing. We're helping thousands of brands, agencies and landlords to connect and to launch pop-up stores and events in hundreds of trusted and verified spaces around the world - from the perfect retail location to the impressive store fitting.

We are looking for an Italian Native Speaker Sales Agent for Italy and with possibility to extend to additional markets in Europe. The objective of the Sales Agent is to close rental transactions by getting the agreement between landlords and tenants.

Job Description

- Manage inbound and outbound leads for the Italian market
- Execute international sales leads and client opportunities
- Expand this eventually to other European markets
- Scout for retail spaces suitable to clients needs, if the tenant didn't preselect a location in our portfolio
- Understand the needs of our target prospects
- Prepare proposals to tenants, brands and agencies
- Conduct negotiations between landlord and tenant
- Execute documentation for the administration processes
- Report results to the Sales Manager
- Become an Expert for Pop-Up retail, live communication and experimental marketing

What we offer

- Employee contract with fixed competitive salary plus sales incentives as a percentage of sales margin (uncapped)
- Completely visible for you at any moment
- Home office and flexible timing is possible (subject to customer needs)
- Job training and team work in a dynamic and growing startup company
- Close working with different stakeholders, our international team and partners in our HQ in Barcelona

Your Profile

- **Italian Native Speaker is must**
- Sales experience is required, Real Estate preferred

- Customer orientation, project orientation
- Good communication and didactic skills
- Focus on quality and results
- Proactivity and responsibility
- Teamwork oriented, Customer Centric Mindset
- Good command of office tools
- Languages: Italian is required, English at proficiency level, Spanish is valued.
- Good understanding of B2B solution selling
- Hungry and ambitious, string character

We're located in Barcelona next to the famous Razzmatazz in Poblenou. Please send your full CV and cover letter to jobs@gopopup.com. More information about us at <http://www.gopopup.com>