



Sales & Marketing Manager

Full time · Starting as soon as possible · Dublin

Company

At Artomatix, we believe that creating fascinating, immersive 3D worlds is a form of art that should be made available to everyone easily. To reach this goal, we constantly look for ways to leverage Machine learning and Neural networks, helping humans bridge the gap between their lack of time or skill and their sophisticated desires.

Artomatix solves the problem that creating 3D content costs too much and takes too long. It addresses all 3D-related markets: Videogames, Animation, Special effects, VR, AR, Industrial design, etc. It launched its first product focused on texturing at the Game Developers Conference (San Francisco) in March 2016. It leads commercial discussions with many of the top videogames studios, game engines and 3D software providers.

Artomatix recently received a €1.5m grant from the European Commission to fund its development. It reached the finals of TechCrunch Disrupt and Hello Tomorrow (2015), and won NVIDIA's \$100k Early Stage Challenge (2015). Now is the time to join one of Europe's most exciting startups, referenced in The Guardian, Le Monde & VentureBeat!

Profile

Responsibilities

- ✓ **Lead business development:** define compelling business development opportunities (partnerships, licensing, distribution, etc.) in 3D-related industries, create contact with prospects & lead negotiations to completion;
- ✓ **Define and lead the implementation of the company sales & marketing strategy:** create and execute on the company's outbound and inbound marketing strategy (social media campaigns);
- ✓ **Define, track and optimise the company's conversion rates** along each step of the acquisition process, execute on an ambitious marketing automation strategy,
- ✓ **Frame our content creation process**, lead the company's sales closing process;
- ✓ **Manage** the company's current & future business development, sales & marketing executives;
- ✓ **Collaborate** with the product team to convey feedbacks from prospects on product / features ideas, edits to existing product lines;
- ✓ **Maintain relationships** with partners, vendors & suppliers;
- ✓ **Report** to management on business development, sales & marketing.

Requirements

- ✓ **Master's** in Business Administration or a closely related field;
- ✓ **3-5 years of relevant professional experience;**
- ✓ Excellent **organizational** and **leadership skills;**
- ✓ **Proven track record** of growing a strong customer basis and negotiating strategic deals;
- ✓ **Ability to manage complex projects**, i.e. to lead a sales team to the achievement of ambitious goals;
- ✓ **Excellent communication and interpersonal skills**, with the ability to grow and nurture relationships with internal and external stakeholders;
- ✓ **Passionate** about our mission and about how tech can help us build tomorrow;
- ✓ **Self-starter** with a structured and analytical mind;
- ✓ Professional experience at a **startup** or at a **software company** is a plus;
- ✓ **Experience in an industry related to 3D a plus:** videogames, animation, VFX, VR/AR, industrial design, etc.

To apply

Send a short & impactful email summarising your profile, your motivations and what you think you can bring to Artomatix to jobs@artomatix.com with your CV enclosed.