

Senior Sales Manager for the US market

With potential to become sales director

Umbraco, the world's largest .Net CMS, is growing. This means that we need more hands, heads and feet on the ground in the US (New York area).

A new position as US Senior Sales Manager has been established with the purpose of creating more partnerships with web-/digital agencies and selling our SaaS offering, Umbraco Cloud. Although we have the whole US as a market, we start by focusing on the east coast.

The most important qualification is your personality: Who you are, what values and attitudes you have and how you interact with and behave towards other people.

You are made of the right stuff, if you:

- Got a take-charge and friendly personality
- Are hungry and never rest on your laurels
- Are a hunter and capable of opening doors
- Are aware that it takes brass balls to sell CMS in the US
- Are conscientious and proactive towards others including being a team player

As we grow, the position can evolve into getting responsibility for US based sales staff. Initially the position comprises of:

- Be Umbraco's hands, head and feet on the ground on the east coast.
- Sell Gold partnerships to web-/digital agencies.
- Activate partners who have signed up to our Umbraco Cloud Referral program

In addition

the ideal candidate is a person with 3-5 years sales experience from "agency world" with a proven track record of selling CMS solutions. Further, the candidate should have:

- A relevant academic degree
- A high energy level and personal engagement
- The potential for staff management.

We offer

- Employment in a highly dynamic and informal organization focused on growth.
- A new position enabling you to influence content and your day to day including working in and out of office.
- An attractive compensation and benefits package including relevant incentive program.

Application

Send your application to VP of Sales, Service and Support, Kim Sneum Madsen, at sneum@umbraco.com

You will improve your chances significantly by reading about Umbraco on our different medias and by taking a free trial of Umbraco Cloud so you get a feel for both us as a company and our products/services.

About Umbraco

Umbraco A/S is a Danish company with offices in DK and US. Umbraco is the world's largest .net CMS with more than 400,000 live sites all over the world. Amongst them are Heinz, Bank of America, US customs and Border Protection. And we are hungry for more. In addition, Umbraco is the friendliest CMS

in the world and we probably have the toughest and most committed community of more than 200,000 developers.