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## **B2B Sales Manager – Job Description**

### **Position overview**

ArcaPay ([www.arcapay.com](http://www.arcapay.com)) is a fast growing digital international payment service provider headquartered in London, UK. We are searching for a **Vilnius based B2B Sales Manager**, who will be primarily responsible for attracting new business clients. This is an exciting opportunity for a motivated individual that strives to make a difference.

### **Principal duties and responsibilities**

- Actively approach targeted business clients (telephone, email, social networks, events, etc.)
- Search for new client leads.
- Manage relationships with existing customers.
- Conduct market research (analyse competitors, efficiency of sales strategies, etc.)

### **Requirements**

- Higher level education.
- Prior experience in B2B sales desired.
- Fluency in English.
- Good command of other European languages would be an advantage.
- Interest in the financial markets.
- Demonstrated ability to maintain high level of enthusiasm and motivation.

### **What we offer**

- Opportunity to play an important role in a fast growing financial technology startup.
- Substantial responsibility from the early beginning.
- High degree of flexibility in terms of working hours.
- Competitive salary based on your experience and linked to performance.

If you are interested in this role, please send your CV in English to [hello@arcapay.com](mailto:hello@arcapay.com)