

Arkage is the first post-digital agency in Italy

We create engaging experiences that blur the line between online and offline. Arkage is an ark of professionals that can help you navigate the post-digital age. We believe that creativity and communication can change the future for the better. Inspired by the arts and thankful to nature, we commit to producing a positive impact on our Planet. Arkage is a Certified B Corp committed to being Carbon Net Zero by 2030.

How does the application process work?

- **you complete the application** on the website arkage.careers (don't forget to submit your myers-briggs profile and to attach your portfolio);
- **you've got mail:** we get back to you via email to arrange a first interview (usually within 1 week);
- **first touch:** an interview with Simona, People Care team manager, and with one person closest to your job position to assess your professional skills;
- **team touch base:** a second with the Servant Leader and/or Product Owner of your candidate team to assess your attitude and your compatibility with the team;
- **almost done!** we will discuss budgets and you will get a final interview with our CFO;
- **welcome on board!** Now an onboarding process begins.

At any stage of the selection process, if something does not go as intended, we will send you an email explaining the reasons within 30 days from the first application. If it happens, don't worry! We periodically reopen the positions and if you are already in our DB you have more chances to join our ark in the future.

We invite you to stay updated about our events on www.welcometothearkage.com

Arkage is looking for a **Sales Specialist / Growth Marketer**, is that you?

What you do on a daily basis

- You will work within the Sales & Marketing team and report directly to the CEO of the agency with a view to expanding the client portfolio and growing current clients.
- You will be responsible for taking care of sales / inbound marketing / growth marketing campaigns aimed at acquiring new prospects according to a sales strategy and sales initiatives you will be informed about,
- You will manage the first contact with customers, thus being responsible for preparing the meeting, which you will conduct, with a view to creating long-lasting relationships with clients.
- You will work closely with other Client Managers (CX) and Product Owners (PO) in the agency on new business opportunities and upsells and cross-sells on existing clients. With them you will nurture and build relationships with existing clients.
- Together with the CEO, you will work on marketing activities and events, content management and guest lists.

Who you are

- Excellent communication, interpersonal, and organizational skills
- Previous Sales Experience with agencies / content agencies
- An existing customer/contact package can be a plus
- Good Knowledge of Hubspot CRM and LinkedIn Sales Navigator
- Knowledge of Growth Marketing Techniques
- Ability to travel at least 20% of the time
- Having good English is absolutely essential

Nice to have

- Good knowledge of SAP
- Knowledge of LinkedIn Marketing automation platforms

Compensation & Benefits

- 35-45K (RAL) + Variable Bonus
- Company Welfare
- Smart working
- Apple Workstation + Phone
- Free Coffee & Water
- Welcome Kit