

UK Enterprise Account Executive

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Company: Jobly.fi

Location: Denmark

Category: other-general

We are looking for a talented **UK Enterprise Account Executive @ Kanpla**. You will be taking on a crucial role, supporting our international growth in the UK to help us empower contract catering operators, combat food waste, and enhance customer experiences with some of the biggest UK Enterprises.

Embark on a rocket journey with us

From its humble beginnings as a school project, Kanpla has rapidly grown to become one of Nordic's fastest-growing startups. **With 180,000 users on our platform**, we have become the leading solution in the Nordics. With our recent funding from a Dutch VC, **we have been expanding across Europe in 2023, with major accounts in the UK and big plans to grow our UK business.** The International team now consists of 30 highly engaged rockstars with a growing team in the UK.

We are looking for a skilled and motivated Account Executive to help us source new possibilities and secure success on launches across the UK.

Why join Kanpla now?

At Kanpla, you'll have:

A steep learning curve, and big personal growth potential

Close collaboration with our founders and International Go-To-Market Team, ensuring success with our mission.

The chance to put your own touch on our UK business.

In the position you will:

Be our second UK hire with a lot of growth and leadership potential going forward

Lead our Enterprise sales efforts with some of the biggest caterers & universities

Have ownership of E2E sales process from lead generation to closing (marketing and other relevant functions to support)

Create brand presence by participating in industry events, socialisers, etc.

Help develop our UK sales strategy

Who are we looking for?

As our new **Enterprise Account Executive** you will bring valuable experience and practical expertise in contract management and sales. We're looking for:

A high level of ownership

An outgoing and energetic individual

Someone that loves a challenge and thrives on complexity

An eagerness to learn and develop

A high level of curiosity, and an explorative mindset

At least two years of experience in sales (ideally Enterprise Sales)

Based in the UK with full UK driving license

What to expect

You will be part a rapidly growing and international team, that currently consists of 30 professional techies, commercial, engineers, coders, and more.

Here's what we offer:

A unique opportunity to develop a huge growth market.

A competitive salary.

A group of highly motivated colleagues ready to help you grow.

Close collaboration at C-level + personal mentoring and growth plan.

2 yearly off-site workcations.

Remote first work and option to visit and work from our offices.

Please

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