

ZYLIA



Zylia (<https://www.zylia.co/>) develops innovative, world-class recording technologies and turns them into products that improve the lives of musicians and audio creatives. At Zylia, we pass the border between musicians and audiences by providing a solution for recording and production of fully navigable 3D audio in the context of game development, music streaming, and VR. For a common listener, it means they can walk in a virtual reality environment, approach the stage, or even step on the stage to stand next to the musician.

Our solutions are used by musicians and sound engineers that work with Sony, Disney, Game of Thrones, Poznań Philharmonic Orchestra among others.

We also love to help artists! That's why we are involved in organizing volunteering actions such as MUSIC CovAid by ZYLIA.

Zylia Youtube channel <https://www.youtube.com/channel/UCeNdmyaAjfxk7Ut0q2mwEYA>

We are looking for:

Sales Specialist – 3D Audio Industry

Location: Poznań

We are looking for a person who will help us to develop sales of our products on a worldwide level. If you are an independent person with experience in international sales of technology products and want to change the world of audio technology, join our team.

Work at Zylia means:

- Participating in the creation of cutting-edge audio recording technology (the ZYLIA ZM-1 microphone array) for clients from Europe, the United States, Asia, and other parts of the World.
- Shape a future of a 3D audio streaming and production revolution.
- Making an impact on our existing processes and creating new ones – we're always open to brilliant ideas.
- Working with a diverse group of people from various fields of expertise (software engineers, electronics engineers, audio and sound engineers, musicians, artists).
- Working in a very open and challenging environment.

Her/his role will be:

- Direct sales of Zylia products to end customers in the USA, Japan, or Europe.
- Acquiring new business and individual clients.
- Reporting and achieving sales indicators.
- Availability for occasional international business travel.
- Presentations and demonstrations of Zylia products to musicians, sound engineers, and researchers.
- Representing the company during industry events (fairs, conferences).

A perfect candidate:

- A minimum of 2 years of work experience in a similar position.
- English language proficiency.
- Independence and effectiveness in sales activities.
- High level of commitment.

- Deal closure experience.
- Interpersonal skills, communication skills, ease of establishing and maintaining business relationships.
- Driving license.

Additional advantages:

- Insight knowledge of the music industry.
- Interest in music, playing in a music band.
- Experience in sales of hardware and software products in the audio or modern technology industry.
- Experience in using sales tools and systems: CRM, ERP, Mailchimp, Growbots, etc

We offer:

- Interesting job, full of challenges and opportunities for further professional development.
- Stable full-time employment in the form of an employment contract.
- Fixed attractive salary + bonuses related to sales.
- Trainings.
- Work in an international environment among music enthusiasts.
- Private health care.
- Possibility to be promoted within a sales department, business development or other parts of the Zylia business.

If you are enthusiastic to shape the future of audio, together with us, feel free to contact us. Please, send your CV and cover letter (with a title - Key Account Manager) to jobs@zylia.pl

Please, attach in your application: "I hereby declare that all the facts and information provided for this cover letter and CV are true. I allow my personal data stated in the above-mentioned applications to be processed for the purpose of recruitment, in accordance with the Personal Data Protection Act dated 29/08/1997 (Dz.Ust.No.133, item 883)".