



ARE YOU OUR NEXT PENGUIN?

About Us

We're a tech-intensive and Stockholm based startup backed by tech, e-commerce, and logistic backgrounded investors.

Prime Penguin is changing the world of e-commerce logistics - the very heart of modern e-commerce. Our cloud-based platform enables logistic outsourcing like never before and brings full, digital overview and logistic control for e-shops around the globe.

Penguins are tough, loyal and care about each other. The emperor penguins take care of each other's eggs in - 40-degree Celsius, because they simply feel good about being nice to each other.



You

You are our next hero. We are fresh, strong and rapidly growing and needs you in order to lead the process of attracting and boarding new e-shops to the world of Prime Penguin.

As an important part of the team, you will lead this sales process, reaching out on a global scale. This will, of course, be stressful sometimes. But still - you like it. No, you love it! You love it because you sharing our understanding, knowledge, and belief in success. And if not, you naturally help us out to do something about it. You simply get things done. And you share our belief that grit and having a great time on the way to success is two of the keys factors of reaching there.



Key Responsibilities

- Lead generation - initial contact with e-shops
- Sales budgeting
- CRM master
- Existing client retention and support

Requirements

We find it important that you at least have a Bachelor's degree (or similar) from the university. Yes, you hear us right. Being an important part of the organization also includes you to have an academic view and understanding of things in order to think likewise and understand the depth of our solution.

Moreover, you speak and understands English very well. We are an international organization with employees not only from Sweden and most of the work are therefore done in English.



Yes, you are a tech-savvy and eager to learn and understand. You quickly adapt and digest such info and have a bright view of the digitalization of society. Therefore you also know how to use a computer today and that modern work life requires a natural and self-taught learning in order to seize the most of it.

Excellent Organization and Communications Skills are essential. It's also very important to be organized, loyal and communicate effectively. And maybe most important of all: you are self-contained, social and just love to grab a beer (or soda) and having a good time with your colleagues on a Friday afternoon, looking back at a productive and fun week while looking forward to the weekend.



Interested?

Please share your LinkedIn profile or your resumé and write what you think we should know about you, including why you are interested in the position to:

apply@primepenguin.com