



B2B Sales Executive

Location: Stockholm, Sweden

Remote possible

Job Type: Full-time

About Us:

At North², we're transforming the way businesses engage with customers by turning storefront windows into dynamic digital advertising displays. Our cutting-edge technology harnesses the power of AI to deliver adaptive, high-visibility ads that maximize brand impact.

Role Overview:

We are seeking an ambitious B2B Sales Executive to join our growing team. In this role, you will be responsible for driving new business, building relationships with small and enterprise clients, and generating new revenue opportunities for North²'s innovative digital advertising solutions. You'll work closely with the design and product teams to communicate the value of our technology and close deals with decision-makers in key industries.

Key Responsibilities:

- Identify and target new business opportunities, building a pipeline of potential enterprise clients.
- Engage with C-level executives and marketing decision-makers to introduce North²'s technology solutions.
- Conduct product demos and presentations to showcase the power of our AI-driven digital ad displays.
- Negotiate and close sales contracts, achieving or exceeding sales targets.
- Collaborate with internal teams to ensure smooth onboarding of new clients.
- Maintain strong, long-term relationships with clients to drive renewals and referrals.

Requirements:

- Proven experience in B2B sales, preferably in tech or digital advertising.
- Strong understanding of enterprise sales processes, from lead generation to contract negotiation.
- Excellent communication and presentation skills, with the ability to articulate complex solutions simply.
- Results-oriented with a track record of meeting or exceeding sales targets.
- Self-motivated with the ability to work independently and as part of a team.

Why North²?

- Competitive salary and commission structure
- Possibility of options in a rapidly growing tech company
- Work in an innovative and fast-paced environment
- Opportunity to make a significant impact

How to Apply

If you're excited about AI, software development, and making an impact, we'd love to hear from you! Apply by sending your resume and a short motivation letter to jobs@north2.se with the subject: B2B Sales Executive. Join us in shaping the future of the urban landscape!