HYBRID SOFTWARE | We Share Your Heartbeat

Graphic Arts Software Sales Executive

We are looking for a highly motivated and experienced Sales Executive to lead the sales of specialist software in the graphic arts sector. The ideal candidate will have a solid understanding of the market for digital printing, pre-press, and automation solutions in this sector, and will be familiar with the specific needs of customers in the industry. You will be responsible for identifying new business opportunities, developing long-term relationships with customers and helping them understand the value and impact our technology solutions can have on their operations.

ⓘ About Us

With offices in Spain, Belgium, Germany, Italy, US and a global partner network, HYBRID Software is a software development company focused on innovative productivity tools for the graphic arts industry. HYBRID Software's CLOUD-FLOW workflow, PACKZ and STEPZ PDF editors, and iC3D visualization software offer a unique set of advantages that include native PDF workflows, vendor-independent solutions based on industry standards, scalable technology and low cost of ownership. These products are used bythousands of customers worldwide in all areas of prepress and print.

👁 Your Responsibilities

→ Business development: Identifying and prospecting potential customers in the graphic arts industry (especially in the label and packaging segments) within the Iberia market

→ Management of the full sales cycle: From initial prospecting to contract closure, including product presentations, software demonstrations and price negotiation, and trend analysis.

→ Consultancy/ technical advice: Understanding the technical and commercial needs of customers to offer customised solutions that maximise their productivity and quality in printing and graphic design processes.

→ Meeting sales targets: Achieving and exceeding monthly, quarterly, and annual sales targets as defined by the company

⊡ Your Qualifications

→ Experience: At least 3-5 years of experience in B2B software sales, preferably in the graphic arts, digital printing or related technology solutions sector is a plus

→ Technical knowledge: Familiarity with pre-press workflow, digital printing, colour management and process automation in the printing industry

→ Sales skills: Managing the full sales cycle and identifying business opportunities with a strong customer focus and communication skills

→ Willingness to travel: Ability to travel within the assigned area and attend customer meetings, trade shows and industry events

→ Languages: Spanish and English fluency, Catalan is an asset

☆ We Offer

→ Competitive compensation package

→ Growth opportunities within an innovative and expanding company

→ Ongoing training in cutting-edge products and technology solutions in the graphic arts industry

→ A dynamic and collaborative work environment

→ Don't hesitate to send your resume to info-es@hybridsoftware.com or to contact us at T: +34 936 269 120 in case you have any questions.

www.hybridsoftware.com