

ZYLIA



Zylia develops innovative, world-class recording technologies and turns them into products that improve the lives of musicians and audio creatives. With a passionate and dedicated team of experts in audio research, software, business and product development, the company crafts and delivers products with the potential to redefine and revolutionize the way sound and musical performances are recorded.

Our key product ZYLIA Portable Recording Studio is a one-mic recording system that allows to record a whole 360 audio scene and separate sound sources into independent soundtracks (guitar, violin, vocals, etc.). Our product is an easy-to-use device that is used by musicians, bands, recording studios and sound engineers all around the world. More information about the product can be found at <http://www.zylia.co>

We are looking for:

Key Account Manager

Location: Los Angeles area

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 creation of cutting edge audio recording technology (the ZYLIA ZM-1 microphone array).
- 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:

- Sales of Zylia products through retailers/distributors and online channels in the USA.
- Acquiring new business and individual clients.
- Development and implementation of sales plans.
- Reporting and achieving sales indicators.
- Maintaining contacts with retailers/distributors, negotiating contract terms, collecting orders.
- Availability and flexibility in international business travels.
- Presentations and demonstrations of Zylia products.
- Representing the company during industry events (fairs, conferences).

A perfect candidate:

- A minimum of 4 years of work experience at a similar position.
- Experience in sales of hardware and software products in the audio or modern technology industry.
- Independence and effectiveness in sales activities.
- High level of commitment.
- Interpersonal skills, communication skills, ease of establishing and maintaining business relationships.
- Experience in using sales tools and systems: CRM, ERP, Mailchimp, Growbots etc
- Driving licence.

Additional advantages:

- Knowledge of the music industry.
- Interest in music, playing in a music band.
- English language proficiency.

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, LA area) 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)".