

Account Executive

Please note that we are working with Gray Scalable, who are acting as extended members of our team. Applications through their website are direct applications to Imagen.

The Company & Product

Imagen is on a mission to protect the past, capture the present and transform the future of media. That's what gets us going each and every day. We're passionate about content that's measurable, manageable and profitable. This is what keeps us up at night, continuously innovating to help clients win hearts, minds and markets.

Imagen is a UK headquartered business with a significant US presence that helps sports, media and enterprise companies manage and distribute their ever-growing video libraries, enabling fast, easy, secure and controlled access to content through a highly customizable content portal.

Speed to market, greater choice and ease of access are critical to maximizing the value of content. Imagen allows rights holders to monetise near-live video assets more effectively via a premium content distribution portal. Offering pin-point time-based video searching, instant playback, online editing and high-speed file transfer, Imagen unlocks the full commercial potential in media libraries.

With customers including the NBA, MLB, American Express, MLS, Indy Car, Aon, FIFA, the Olympics, and many more, Imagen implements a unique set of processes and technical expertise to ensure that video is managed in the most efficient and cost-effective way. As the sheer amount of video data grows throughout the world, Imagen strives to create a platform that can generate more value from archive and near-live video.

The Role

Reporting to the UK based Chief Revenue Officer you will be responsible for driving new client wins in North America.

Responsibilities

- We solve mission critical complex needs for our customers. As such you will need to have a very good understanding of how the Imagen software meets these needs. This is especially important in helping our sports customers, many of whom are world leading organizations
- You will set and exceed sales targets for new client acquisitions
- You will work closely with the other departments of the company to drive opportunities, in particular marketing, account management, customer success and product.

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- You will act as one of the voices of the north American market within the company
- You will gain a deep understanding of the competitive landscape in order to be able to position Imagen for maximum success
- You will work very closely with all the other US based team members to ensure that new client wins are on-boarded as planned

Requirements

- We have a very consultative approach to gaining and retaining new customers. You will need to be able to demonstrate a track record of highly consultative selling
- Our customers' needs and the Imagen software are both complex. Prior experience of understanding complexity is an essential
- Experience of developing new market sectors
- Ideally has experience of working for both large and small organizations
- Ideally has sales experience in either sports or the media sectors
- We have both direct and channel sales. Experience of both is highly desirable

Location

The rest of the US team are based in NYC. Most US sports organizations are based on the east coast. Ideally you would live close to NYC, as a minimum you must be prepared to travel there on a regular basis.

Summary

This is a unique opportunity to join a fast growing, award winning company with an international and well recognised client base. In addition to a competitive salary, options, a comprehensive benefits package and 25 days of holiday in total is on offer to the right candidate.

To apply, please [click here](#) and submit your application.

Imagen is committed to creating a diverse environment and is proud to be an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, colour, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, or veteran status.