

Business Development Associate, Userlytics Corporation

Company Description

Userlytics is an advanced platform, coupled with a global participant panel, helping large corporates and the agencies that serve them optimize the usability and user experience of their websites, mobile apps and prototypes.

Founded in 2009 in San Francisco, Userlytics has offices in Austin and Madrid, is privately held and is recognized as one of the global leaders in this emerging and fast-growing field.

Every member of our team has the opportunity to make a significant and immediate impact. We're looking for individuals who are entrepreneurial, pro-active, sociable and outgoing, flexible, hard working and ambitious, willing to start working in our Madrid office and then perhaps relocate to the US, and who enjoy a courteous, respectful, team oriented, "startup" environment.

Job Description

- Receive and respond via email and/or telephone to incoming leads and queries from potential customers;
 - Follow up on leads and set up/conduct virtual screen sharing meetings/demos;
 - Follow up on demos and prepare proposals;
 - Follow up on proposals and close deals leading to accounts/clients;
 - Maintain and update our CRM (Salesforce);
 - Propose improvements to our features, user interface (UI) and processes, using our ticketing system (Jira);
 - Collaborate in marketing and product management initiatives, including blog posts, social media channels, and partnership outreach/negotiations;
 - Collaborate in operational support and customer and participant support.
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Skills

Requirements-

- Bachelors degree;
 - Sociable, outgoing, proactive, likes interacting with people, curious, ambitious;
 - Interested in "startup" environments, and the flexibility of working sometimes from home, some times from the office;
 - Strong verbal and written communication skills, ability to focus and be highly attentive to details. Native or bilingual English;
 - Creative, likes solving problems, likes working in teams;
 - Flexible in terms of starting late and ending late, so as to be more in sync with US office hours;
 - Familiarity with usability and user experience testing tools a plus, and/or familiarity with digital marketing platforms and cloud based services.
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Other Details

Address- Calle Eduardo Vicente, 7, Madrid, 28028 (Metro- Avenida de America y Cartagena).

Schedule- In the morning, in the office from 10 AM to 2 PM, and in the afternoon, either from home or in the office (depending on your preference) from 5 PM to 9 PM.

**Please send your cover letter and resume to Alejandro Rivas Micoud at
arivas@userlytics.com**