ARTIVIVE

THE PLATFORM WHERE ARTISTS BUILD THE FUTURE OF ANALOG AND DIGITAL ART.

About the Product

Artivive is an **easy-to-use Augmented Reality tool** that allows artists to **create new dimensions of art** by linking classical with digital art. The digital layer opens doors to a whole new world of possibilities. It consists of the Artivive App, our visualization component, and Bridge by Artivive, the creational part.

Our vision at Artivive is to **change how art is created and consumed** and **build *the* community around augmented reality art.**

Our mission is to **democratize augmented reality for the art world** and to make augmented reality the art form of the 21st century.

More than **100,000 users worldwide** are creating artworks with Artivive across 92 countries. For museums, galleries and other art institutions, Artivive offers a new and **innovative way for the audience to interact with art.**

ALBERTINA belvedere 上海喜玛拉雅美术馆 BAYERISCHE STAATSOPER

Berkeley LOTTE MUSEUM OF ART Centre Pompidou EXPO 2020 DUBAI UAE

UNITED NATIONS Deutsche Telekom MAK MIT

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hello@artivive.com · www.artivive.com

Sales Manager (Vienna | Full-time)

Key Responsibilities

- **Manage relationships with existing customers and identify potential new customers**
- Research and generate a database of potential sales leads
- Offer an exceptional level of service to our customers through strong client service skills and effective communication
- **Monitoring competition** and analyzing trends
- Track, analyze and improve sales KPI's
- **Develop and execute sales action plans**
- Develop and execute cold outreach campaigns with the Sales and Marketing team

More About You

- **Service-oriented**
- **Solution-oriented**
- Highly motivated mindset and keen to learn
- Responsible and reliable, excellent team player
- Strong organizational skills
- Strong relationship builder internally and externally
- **You are a EU-citizen or possess a standing work permit for Austria**

Minimum Qualifications

- Bachelor's degree in Sales, Marketing, Business Administration or similar field
- 2+ years of experience in Sales
- Strong oral and written **communication skills** in English, other languages are beneficial (Spanish, French, Chinese)
- Proficient in **MS Office, Google Suite and online tools**

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What We Offer

Here at Artivive, we are committed to the **professional and personal development** of our members. We believe that **every team member makes a valuable contribution** to Artivive's success through their expertise, opinions and qualifications. All it takes is passion and enthusiasm for our mission. Moreover, we offer:

- **fantastic learning experience** in a fast-growing startup
- **public transport ticket** within Vienna
- **highly committed, international team** of 10+ members
- **modern office** with a **gallery space** located in the upcoming 15th district
- **flexible schedule** and remote office possibilities and all the benefits that come with from the Austrian state
- **team events** such as game evenings and similar
- **monthly art events** and exhibitions, which we are part of

Additional Information

We believe that the unique contributions of all Artivive's members are the driver of our success. To make sure that **our products and culture continue to incorporate everyone's perspectives and experiences**, we never discriminate based on race, religion, national origin, gender identity or expression, sexual orientation, age, or disability status.

By sending us your application, you consent to the processing of your personal data indicated in your application documents. Your application is treated strictly confidentially and in accordance with the General Data Protection Regulation (GDPR). You have a right to withdraw your consent at any time by contacting us. For more information, please refer to our privacy policy.

The minimum annual gross salary for this position is €40.000,-. Depending on your professional qualifications and experience, an overpayment is possible.

APPLY NOW

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