

Sales and Marketing support

We are ZeroPoint Technologies, a high-tech start-up company located in Gothenburg, Sweden.

We know that there is a severe underutilization of computer memory in the world, and we are going to put it to use, and in doing so, return up to 50% more performance per watt. Sounds interesting?

We are looking for a Sales and Marketing support person who is ready to take on the full responsibility of marketing and selling our products to some of the largest high tech companies in the world.

ZeroPoint Technologies AB research and develop a real time, high-performance, low latency memory compression technology that doubles the memory capacity and bandwidth. We have a product ready and more along the way.

Data compression is not new, but our technology is the only available in the market that addresses the huge untapped opportunity of real time working memory data compression. We can do this since our ultra tuned, patented, algorithms operate on small sets of data and deliver best in class compression performance.

Your tasks:

- Research, generate and process new marketing and sales leads
- Market research in particular areas that support the sales development
- Follows up with customers to make sure that they are satisfied with the information they have and prepare next steps
- Based on the company strategy: Plan, prepare and execute the online digital marketing channel
- Based on the company strategy: Plan, prepare and execute the branding and awareness campaign, to support marketing, sales and recruitment
- Organising and hosting presentations, customer meetings and assisting with promotional activities
- Creating marketing materials such as white papers, case studies, reports and presentations
- Maintain, organize and update marketing and sales documents and information
- Maintaining a sales and marketing database
- Providing assistance to management team member as needed

Your profile:

- Commercial awareness and a genuine interest in deep tech business opportunities
- Sales and marketing assistant experience
- Effective written and verbal communication skills
- A high level of attention to detail
- Ability to work effectively within a team and independently

- Experience using computers for a variety of tasks and competence in using relevant applications
- Good organization skills
- Digital marketing experience
- Bachelor's degree in marketing, business or related field
- You want to work in a Start-up and realize that the roles are both broad and deep. You put in the work necessary to reach your targets and recognize that we both learn and define how we work, every day
- As a person you are structured, thorough and possess the winning mindset required to find energy and enthusiasm when the sales process is long

Details about employment

ZeroPoint Technologies offers a stimulating working environment that boosts creativity, innovation and teamwork, which are important values for our success. The position is a full-time employment position.

About ZeroPoint Technologies AB

The company was founded by Professor Per Stenström and Angelos Arelakis PhD, with the vision to deliver the most efficient memory compression available, in real-time, based on state-of-the-art research. ZeroPoint Technologies AB is a privately held Limited Company, based in Gothenburg. ZeroPoint Technologies provides Ziptilion™, the world's only available real time memory compression IP for SoCs.

For more information, have a look at our homepage: <https://www.zptcorp.com>