



“The right market insight builds lasting sales bridges.”

Impole is a leading business-to business market and account intelligence firm providing outsourced consulting and related services to companies ranging from global to start-ups. With the onset of new technologies such as Cloud, Cyber Security, Industrial Internet of Things (IIOT) and Robotics we are seeking individuals who can help sustain our growth.

On perpetual basis, we have openings for:

Market and Sales Development Associates, Americas and Europe with languages a plus

Core Description:

Through a combination of secondary and (telephonic) primary research you will execute advanced B2B sales and marketing programs coupled with quantitative and qualitative analysis of results.

Using our "information engineering" techniques you will consolidate and present results to clients.

The position demands sound reasoning, critical thinking, and disciplined and outward reaching work ethic.

It also requires an understanding how companies absorb different technologies and how they interact with their markets.

Specific Duties

Travers accounts' landscapes to identify the most appropriate areas to proactively investigate and their associated decision makers' views.

Use a full breadth of processes and techniques to professionally engage various level managers in order to extract "real time" information.

Summarize the acquired information into actionable intelligence and relay to Impole clients.

Formulate concise program reports to provide specific marketing direction for our clients.

Candidacy Prerequisites

- **Three to five years of work experience preferably in technology markets**
- **Demonstrated spoken and written business communications skills,**
- **Advanced MS Office computer skills. Familiarity with Access and Crystal reports**
- **Education - Degree required, preferably business based**
- **Combination of a high level of English Proficiency and German or French fluency a strong plus**

Apply at 4you@impole.com

Positions are based at Impole's Waltham headquarters in the Greater Boston Area.