captivea

TRANSFORM YOUR EVERYDAY

HIRING IN
COLOMBIA

ACCOUNT EXECUTIVE

HYBRID

Medellín, Colombia

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Captivea is a leading Odoo Gold Partner with a global presence across the USA, France, Switzerland, Canada, Singapore, India and now Colombia. We help growing and mid-sized companies transform their operations through Odoo ERP, the most complete all-in-one business management platform.

As part of our expansion in Latin America, we are looking for an Account Executive to help develop Captivea Colombia and drive our growth in the region.

Location: Medellín, Colombia · Hybrid (3 days onsite, 2 days remote)

MISSION

You will generate new business opportunities and manage the full sales cycle for ERP implementation projects: lead discovery sessions, design Odoo-based solutions and manage all commercial activities, from qualification to contract signature. Your success will directly contribute to the growth of Captivea Colombia.

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WHAT YOU WILL DO

- Generate and develop new business opportunities
- Lead discovery and solution design sessions
- Analyze business operations and identify opportunities for improvement
- Present Odoo-based solutions to prospects
- Manage proposals, pricing, negotiations and contracts
- Forecast and manage your sales pipeline
- Work closely with our consulting and implementation teams

Success metrics

- Gross margin closed
- Forecast accuracy
- Pipeline generation and conversion
- Deal quality: scope clarity, budget alignment, go-live feasibility, client fit

WHO WE ARE LOOKING FOR

Experience

- 2 to 5 years of full-cycle B2B sales experience
- Prior experience selling ERP, complex SaaS, consulting services or technical solutions is a must

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Mindset
- Confident leading executive-level conversations
- Strong business acumen and ability to structure problems
- Consultative, disciplined and organized
- Comfortable managing multi-step sales cycles
- Coachable and eager to continuously improve

Preferred qualifications
- Experience with Odoo, NetSuite, SAP, Microsoft Dynamics or other ERP platforms
- Background in solution consulting, system integration or business process design

Languages
- Professional proficiency in Spanish (required)
- Professional proficiency in English (required)

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WHAT WE OFFER

- A full-time, permanent position
- A hybrid work model: 3 days onsite, 2 days remote
- A multicultural and international work environment
- Ongoing opportunities for professional growth and development
- Career advancement within a fast-expanding global organization
- A key role in the growth of Captivea Colombia

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