

Sensolus – IoT Sales Manager

Own Your Success in a High-Growth Tech Company

Ready to make a real impact and skyrocket your sales career?

Sensolus, a trailblazer in IoT innovation, born in 2013, is taking the US by storm. To strengthen our team, we're looking for a driven, high-potential Sales Executive to help us dominate the sectors of industrial manufacturing and specialty equipment. Do you thrive on building relationships, closing big deals, and shaping the future of supply chain visibility? This is your chance to be part of something *big*!

We're not just *growing*; we're *transforming* how businesses track and manage their assets by enabling their digitalization journey.

If you're hungry for a challenge, eager to grow, and ready to make a name for yourself in the IoT world – keep on reading!

What we do

At Sensolus, we create game-changing end-to-end **asset tracking solutions** that blend top-tier hardware and software to monitor non-powered assets like reusable packaging (pallets, racks etc.), trailers and containers. Whether within factory walls or across global supply chains, our technology ensures visibility, cuts costs, boosts efficiency, and keeps businesses in compliance, all while helping them digitalize for a smarter future. We partner with leading global brands such as DHL Europe, Airbus and AB InBev.

Why this is the job for you

As the first-ever Sales Executive for Sensolus US, you'll be the driving force behind our US expansion, focused on new logo acquisition in the industrial manufacturing sector. Your success will be measured by the **leads** you uncover, the **deals** you close, and the long-term **relationships** you build.

You will:

- **Open doors:** Your focus will be on identifying and securing new customers in the US market. And soon, with our *nextgen* tracker, we enter Canada and LATAM as well.
- **Hunt & close:** From uncovering qualified leads to delivering compelling pitches and enabling trials, your efforts will directly impact our revenue and success.
- **Collaborate & build:** You won't be going at it alone but partner with our US team, including the GM, KAM and Marketing Manager, and European team to create winning strategies. You will represent the US as part of the global sales community.
- **Shape the future:** Beyond sales, you'll influence how we grow, helping refine our value proposition, collaborating with marketing, and defining the sales funnel to set the stage for long-term success.

Who you are

- 5-10 Years of experience selling tech solutions to mid-size or large **industrial manufacturing** firms (think aerospace, automotive, specialty equipment).
- Experience with technical solutions and SaaS is a must; a passion for IoT or **experience with IoT products**

is a big plus.

- Comfortable handling **deals in the \$50k to \$500k range**.
- A natural **networker** – you love building meaningful relationships and already have (or are building) a strong network in industrial manufacturing
- A true hunter: **proactive**, goal-driven, and motivated by closing deals and driving growth. Your favorite win is a win-win.
- Skilled in consultative selling, managing multi-stakeholder deals, and navigating complex **sales cycles**.
- **Entrepreneurial** mindset: building something new excites you, and you're ready to roll up your sleeves to make it happen.
- Experience with sales intelligence tools? Perfect!

Why Sensolus?

1. **Location:** We're based at **Atlanta Tech Village** – the tech hub in the Southeast. Hybrid/remote arrangements are possible for the right candidate, but you must be based in the US, strong preference for the East Coast, and authorized to work without sponsorship.
2. **Global Impact:** Be part of a fast-growing international company with a powerful product and a huge market opportunity.
3. **Culture That Wins:** Sure, we're tech-savvy innovators, but the real magic is *how* we do it. At Sensolus, our DNA is built on these core values:
 - **Ownership:** All of us step up, take charge and lead with purpose.
 - **Perseverance:** When the going gets tough, we get going!
 - **Trust:** We work better together because we trust each other fully.
 - **Customer-Centricity:** Our customers' success is our number one mission. *#TheyActuallyMightBeRight*
 - **Fun:** We love what we do and will make sure you will too!

Why now?

This is more than just another sales job. It's a chance to get in early, shape a growing market, and build a career with no ceiling in sight. You'll be working with a passionate team, an innovative product, and a company that's ready to take the US market by storm.

Ready to make your mark? Hit apply or drop by for a coffee at Atlanta Tech Village. We'd love to meet you.

<https://www.sensolus.com/>