

Sensolus - Sales executive DACH

What can you expect?

- Are you willing to be a real actor of the digital transformation, bringing proven and mature IOT solutions to the DACH market?
- Are you driven to achieve impact together with a growing team of passionate people, leader in the IoT solution for the supply chain?

As a member of the Sensolus sales team DACH, you are the ambassador of the Sensolus brand by being the first point of contact with potential customers in Germany, Switzerland and Austria.

As our country sales representative you will be responsible for generating new business opportunities and leverage our established references in the DACH region to generate leads and successfully close deals with customers seeking an all-in-one asset management solution for transport, supply chain and non-powered asset management. In parallel, you will be supported by several local channel Partners.

As a high-functioning professional, you will be engaging with top companies in the industrial manufacturing, waste management, and transport industries across the DACH region while supporting our partners in these networks.

Role & responsibilities

In your role as Sales executive, your professional activities will consist of:

- Building our lead development pipeline by being on the phone, you are prospecting into multiple organizations via cold-calling, networking, e-mail/e-marketing, and utilizing Internet information sources.
- Frequent traveling between events, customer sites, and prospects in order to build relationships and showcase our solution.
- Focusing on growth of the customer base in the DACH region with a first focus on the transport and supply chain optimization (industrial manufacturing) for non-powered assets.
- Contributing to every component of the critical functions associated with fulfilling the sales cycle (forecasting, reporting, customer database maintenance and data entry, correspondence, and communications), also in relationship to the partners that you will operationally manage.
- Consistently provide superior customer service across the DACH region.
- Closing and facilitating deals, while also looking for expansion opportunities with existing customers.
- Becoming an expert in your domain and identify where Sensolus can create

value with future solutions.

What do we expect?

- Be passionate about turning technological innovations into commercial success.
- You have an excellent knowledge of the English & German language, both spoken and written, any other European language is a big plus.
- Have a degree in business education (business economics, business administration, business informatics) or equivalent experience as a 'tech' seasoned salesperson.
- Have interest in technology (more specifically IoT), sales and sales ops (metrics, salesforce, processes).
- Proficient in consultative selling by completely understanding the prospects' needs in order to successfully sell the value proposition.
- Customer-oriented and have a hands-on mentality.
- Be willing to travel frequently throughout your sales territory.
- Have a hunter spirit and existing network.
- This position is home-office based and being close to your customers.
- Accept challenging but fair quota as your sales targets.
- Valid driver's license.

What do we offer?

- The basis of our team is trust. Before you know it, you are a necessary link and part of our strong growth.
- We love proactivity and independence.
- We are open to an innovative approach, and we dare to try new things.
- We are a growing and dynamic team of 40+ full-time employees with a family feel.
- You will report to the Regional Manager DACH who is based in Munich, Germany and will be supported by a marketing, technical and admin team.
- A competitive OTE salary package.

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