

## Sales Director DACH (Germany, Switzerland, Austria)

### **Our client**

Our client is a leading global player in the IoT / m2m space. For more than two decades they are serving thousands of customers all over the world and have a strong financial growth year on year. They are fulfilling the role of enabler in the IoT / m2m space, exclusively, and for over 12 years, the client advances its technology leadership from several R&D centers around the globe. Furthermore they streamline adoption and integration of long-range cellular technology by enhancing it with necessary services and end-to-end connectivity to transform the cellular m2m modules from a component to a solution, connecting customer assets to the enterprise systems they feed into. On top of that, the client delivers these value added services with wireless connectivity, cloud solutions and an easy to use application enablement platform(AEP). The client has over 30 sales offices worldwide.

### **The position**

The client is looking for a sales driven Sales Director with a background in IoT / m2m and strong skills in selling value added services (VAS). The client is looking for a candidate with an entrepreneurial attitude and who has a strong focus on results while remaining an open mind to learn and improve. Next to that the ideal candidate needs to be truly interested in its customers to understand the complexity of their business processes in order to deliver value to them by offering the clients services.

### **What is being asked of the ideal candidate:**

- To contribute significantly to the growth ambition of our client.
- To meet and exceed his budget.
- To manage directly all direct- and indirect accounts within the DACH territory.
- To take matrix management responsibility of all indirect channels (value added resellers and distributors). This means to take co-responsibility to make a contribution to the realization of a sustainable channel strategy.
- To attract new customers and expand and strengthen (upsell) business with existing customers.
- To work hand in hand together with other disciplines of the organization in order to offer one stop shopping to the customers of our client.
- To generate and close new leads (full sales cycle; suspecting, prospecting, qualifying, consulting, selling and closing).
- To be transparent in managing his business by using CRM tooling.
- To involve his colleagues and management when needed to help close the business.
- To be authentic. This means, our client is looking for talented and passionate people who are committed to their customers, the company and results. The client has the philosophy that "you do not tell talents what to do but they tell us how to be successful".
- To conduct quarterly business reviews with the management.
- To be pro-active in reviewing sales processes and make recommendations if needed.
- To maintain high-level relationships with key accounts through frequent visits and other communication.
- To develop strong industry relationships with key industry participants including customers, carriers, industry analysts, service providers, etc.

- To identify and develop new market opportunities and assist the Director of Sales EMEA to review and develop business strategies.
- To provide regular and detailed market intelligence reports on market conditions, trends, and competitor's activity.
- To work together with marketing in order to promote business in the territory at hand and attend to events and other promotional activities.

### **Qualifications**

Our client is looking for people who have a university/bachelor level.

For example MBA or commercial economics and business. Also experienced and successful people acting on this level are invited to respond.

Furthermore:

- Proven track record in selling Value Added Services in the m2m space (no technology push)
- Proven track record in selling (m2m) connectivity to midsize and enterprise customers.
- Candidate must be native speaking German and living in the DACH region.
- Entrepreneur with a start-up mentality, taking ownership and comfortable working within a fast paced growing and changing environment.

### **What our client is offering**

Our client is offering a non-hierarchical environment with short and open communication. Because of its fast growing pace, there are many opportunities to develop yourself and fulfil your ambition over time. The customer is a global player and understands the characteristics working internationally. To go short, they offer an exciting job in a competitive setting with above market earnings.

### **Interested?**

If you are interested in the position above, please contact Scopeworks executive search.

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