



## Head of Sales at Peaq Technology GmbH

Starting Date: June 2021

Weekly Hours: 40

### The Role

As the Head of Sales at Peaq Technology GmbH you will be responsible for architecting a sales strategy as well as building and leading a world class sales team. This is an energetic sales role, focused on actively selling our Distributed Ledger Technology infrastructure and belonging solutions to some of the world's most forward-thinking companies. You will be directly responsible for the expansion of our customer base working hand-in-hand with the founders of the company.

We are a team of hungry entrepreneurs driven by the sheer magnitude of what we can achieve and the desire to positively shape our collective future. If you can identify with that and are not just looking for a 9-5 job, we look forward to hearing from you.

### Minimum Qualifications:

- Ambitious leader with +5 years of experience in managing sales teams in a fast-growing environment in the areas of SaaS or enterprise software technologies.
- Proven track record of selling software to medium and large companies and achieving personal- and team goals.
- Strong knowledge of sales principles and practices and the ability to coach others on them.
- Fluent in both, German and English.

### Preferred Qualifications:

- Metrics- and success driven; enjoy working with KPI's.
- Bachelor/Master's degree or the equivalent in experience and evidence of exceptional ability.
- Experience in working with project management tools like Jira, Youtrack or Microsoft Project etc.

- Willingness to travel to attend client meetings.
- Structured, success-oriented manner and accountable.
- Confident and sympathetic.
- DLT and IoT enthusiast, experience in those industries.

### **Responsibilities**

- Developing and implementing sales strategy based on our business plan and ambitious growth targets.
- Building up a sales team for different verticals, setting KPI's & financial targets designed to scale at speed.
- Overseeing the complete sales process - from the initial contact to the conclusion of the contract.
- Working together with the Product Development Department to enhance the pricing strategy for our comprehensive tech stack.
- Identifying potential strategic partner companies and close profit-oriented partnerships.
- Establishing contacts with relevant networks while drawing on your sound know-how in focus markets.
- Preparing and organizing trade fairs and product presentations in consultation with other partner companies or clients.

### **What we offer**

- The opportunity to contribute to innovative projects in a new and exciting industry that has the potential to change our world positively.
- High growth potential.
- Warm and open corporate culture at a truly international company with many different nationalities.
- An environment that values freedom, autonomy, team spirit and open communication.
- Flexible working hours.
- Base salary + commission.



- Office space in the heart of Berlin.
- Soft Drinks and coffee (We know how important caffeine can be).

**Sounds good? Simply send us your CV!**