



Head of Sales

Starting Date: July 2021

Full-time

The Role

As Head of Sales at peaQ you will have the unique privilege of developing the sales department from the ground up. You will be responsible for developing the company's sales strategy from scratch as well as building and leading a world class sales team. This is a proactive role, focused primarily on actively selling our Distributed Ledger Technology infrastructure and solutions to large clients. You will be directly responsible for the expansion of our customer and partner base working hand-in-hand with the founders of the company.

At peaQ you will find a team of hungry entrepreneurs and engineers driven by the opportunity to positively shape our collective future. We have the technology, the team and the timing to decentralize businesses, markets and even economies, creating more open, sustainable and inclusive ways of living and working.

If you identify with the above, you're not just looking for a 9-5, and are ready to take complete ownership of this position - 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 technology.
- Proven track record in selling software to medium and large companies, achieving personal and team goals.
- Strong knowledge of sales principles and practices and the ability to coach others.
- Fluent in both German and English.

Preferred Qualifications:

- Metrics and success driven. You enjoy hitting KPIs.
- Bachelor/Master's degree or the equivalent experience, and evidence of exceptional ability.



- Experience working with project management tools like Jira, Youtrack or Microsoft Project etc.
- Willingness to travel to attend client meetings.
- Structured, success-oriented and accountable. Confident and sympathetic.
- DLT and IoT enthusiast, experience in these industries.

Responsibilities

- Developing and implementing a sales and partnership strategy based on our business plan and ambitious growth targets.
- Building a sales team for different verticals, setting KPIs & financial targets designed to scale at speed.
- Overseeing the complete sales process - from initial contact to contract.
- Working together with the Product Development Department on the pricing strategy for our tech stack and the different elements within it.
- Working together with the Marketing & Communications Department on lead generation, funnelling and acquisition.
- Identifying potential strategic partner companies and close profit-oriented partnerships.
- Preparing and organizing trade fairs and product presentations in consultation with partners and clients.

What we offer

- The opportunity to contribute to innovative projects in a new and exciting industry that has the potential to positively shape our world.
- High growth potential.
- Warm and open corporate culture at an international company with many different nationalities.
- An environment that values freedom, autonomy, team spirit and open communication.
- Flexible working hours.
- Decentralized (remote) working possibilities.



- Office space in Berlin and Potsdam. More offices to be opened soon.

We look forward to working with you.