

Job Application

STOCKHOLM, SWEDEN

SALES MANAGER

Introduction

IoT or the Internet of Things is one name to cover everything related to the connected society. Telematics, M2M and IoT all refers to the same area, which is, a vision that every physical object should be remotely monitored and controlled. Axelerate provides a cloud-based platform for enablement of IoT solutions. We cover everything from device communication to data transformation, visualization and management of IoT services.

Job description

The possibility to work within an expanding company with the latest cloud services and solutions for the IoT (Internet of Things), telematics and connected devices and a unique opportunity to be involved in developing a successful business in the latest technology to the next level. In your role, you will help to further strengthen our market position by offering our customers IoT services and solutions. You get the opportunity to work in a high performance culture and environment where you together with your colleagues can influence the development of the IoT business and the brand globally.

What you will be doing

As a key team member in this fast growing IoT space, you will have the opportunity to help drive the Axelerate growth and shape the future of a connected service and solution category that will have a significant impact on our customers' business efficiency improvement. Your responsibilities will include building and managing an IoT opportunity pipeline focused on driving revenue, adoption, and market penetration of Axelerate IoT services and solutions.

As a Sales Manager you will be responsible for:

- Driving revenue and market share for Axelerate IoT
- Meet or exceed quarterly and annual revenue targets
- Develop and execute against a sales plan
- Maintain a robust sales pipeline
- Work with partners and OEM's to extend reach & drive adoption of IoT solutions
- Manage contract negotiations along with the core sales organization
- Develop long-term strategic relationships with key accounts
- Ensure customer satisfaction

Initially you will be running and supporting the sales process for existing and new customer segments, but over time focus more on a specific customer segment. It means working with both existing and new services to be implemented in customers' organization. You have indirect sales performance accountability and you are also responsible for setting up processes, marketing plans, identify support needs, packaging, events, pricing, monitoring of implementation activities, in collaboration with colleagues in our organization. Your focus will be to drive change to develop the business with a large element of intercultural communication and you should feel comfortable with to meet people in different contexts in a technical and visionary environment.

What you need for this position

- 5+ years of technology related sales or business development experience
- BA/BS degree desirable
- A technical background in engineering, computer science, or MIS a plus
- Direct field & management experience in working with enterprise accounts
- Strong verbal and written communications skills
- Proven track record of success driving adoption of disruptive technologies within enterprise accounts
- Several years of documented experience in running and developing sales processes and projects in IoT, telematics, technology, automotive or transport industry
- Driving and facilitating pre-studies and business requirement analysis
- Experience of technical solution sales in an international matrix organization, including building an organization and implementation of different project models
- You need to have a great interest in self-development to over time choose your area of expertise where you'll sell solutions to complicated problems.
- Good command of English in speech and writing, more European languages is meritorious
- Social and customer-oriented
- Good intercultural Communicator-Driven and results-oriented team player
- Structured

This is a central and very important role and it's important that you are ready for fun and exciting challenges. You should work structured but also have the ability to be flexible.

What's in it for you

Be part of an amazing team in a notable growing company that operates in one of the hottest technology segments in the industry.

Placement is in central Stockholm in our office at Oxtorgsgränd 2. You will report to the Sales Director. The role is associated with up to 30 – 60 days of travel per year.

If you have the experience, apply today!