

We are looking for an ...

Inside Sales Manager (f/m/d)

Sigfox is the initiator of the 0G network and the world's leading IoT (Internet of Things) service provider. Its global network, available in 72 countries, allows billions of devices to connect to the Internet, in a straightforward way, while consuming as little energy as possible. Sigfox empowers companies and NGO's to move their business model towards more digital services, in key areas such as Asset Tracking and Supply Chain. The french-based company can count on a large ecosystem of partners and IoT key players to gather new economic and social impacts. Our clients are leaders in their specific industry and drive their digital transformation together with us to sustain and extend their leadership.

Sigfox Germany is part of HELIOT Europe, the exclusive operator of the Sigfox 0G Network and distributor for Sigfox services in Germany, Austria, Liechtenstein, Switzerland and Slovenia. Our growth story is only just beginning and our Sales team is pivotal in sustaining our rapid growth in DACH and Slovenia. We are looking for a highly collaborative, outcome-oriented Inside Sales Manager with an entrepreneurial spirit to help us take on this huge market opportunity.

As Inside Sales Manager, you'll focus on developing and managing own small and medium enterprise customers and supporting the Key Account Managers during the complete sales cycle; helping to enable logistic, industry, automotive, insurance and retail companies to transform their most crucial business processes. You will be building instant rapport with customers and the Key Account team, achieve and exceed targets and help to achieve full customer satisfaction.

What You'll Do & Achieve

Own customers

- *Develop your own sales plan and a pipeline in target vertical markets enabling you to exceed your annual sales quota*
- *Identify and qualify new opportunities and key partners leveraging your own creativity, inbound lead flow, personal prospecting efforts, contacts and existing accounts*
- *Work cross functionally with our solution sales, marketing and pre-sales team to deliver outstanding results*
- *Negotiate pricing and contractual terms as required to close the sale*
- *Accurately forecast profitable and predictable performance through adherence of our sales process*
- *Advocate your customers' implementations and maintain customer satisfaction by ensuring timely resolution any customer service related issues*
- *Identify new customer needs, industry trends and potential partners and promote them with internal stakeholders*
- *Work with the partners from the Sigfox eco-system and internal teams to identify the best-fitting solution for the needs of your customer*

Support of Key Account Managers

Email: germany.hr@sigfox.com

Post: Sigfox Germany GmbH, HR Department, Bretonischer Ring 6, 85630 Grasbrunn

- *Creating offers and processing orders in a timely manner, reviewing pending orders and customer requests to ensure customer satisfaction.*
- *Managing customer accounts, following up with internal stakeholders for administrative and order processing purposes*
- *Align with the Key Account Manager and ensure correct pipeline and sales figures in the CRM and reporting systems*

What You'll Need To Be Successful

- *Experience in solution sales into small and medium enterprise businesses, preferably within IoT, Embedded, telecommunication or SaaS*
- *Ability to align technology solutions to business problems and utilise strategic thinking skills to solve customer problems*
- *Ability to demonstrate value proposition & return on investment to a wide variety of individuals; technical and/or executive audiences.*
- *Track record of consistent over-achievement of quotas and revenue goals*
- *Passion for building long lasting customer relationships and working cross-functionally within a diverse team to deliver outstanding results*
- *Technologically adept and business acumen focused with outstanding communication both written and oral, negotiation and presentation skills*
- *Strong computer skills including G-Suite and Microsoft Office (Word, PowerPoint, Excel) is a plus*
- *Ability to work individually and to coordinate a team to develop eco-system solutions together in a fast paced and continuously evolving environment*
- *Strong analytical, organizational, time management skills and hands-on mentality*
- *Excellent team working, motivational, interpersonal, communication, and customer service skills*
- *The ability to multitask and quickly switch your focus*
- *Bachelor's degree*