

*We are looking for a ...*

## **Key Account Manager DACH (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 Key Account Manager with an entrepreneurial spirit to help us take on this huge market opportunity.*

*As Key Account Manager, you'll focus on named Enterprise and Strategic accounts; helping to enable some of the most successful logistic, industry, automotive, insurance and retail companies to transform their most crucial business processes. This will be the most interesting sale you've ever made as you, a trusted business partner, take a seat at the decision-making table and pioneer business transformation with our future. You will be owning, driving the strategy and leading the sales cycle.*

### **What You'll Do & Achieve**

- *Manage the complete and complex sales-cycles often presenting to C-level executives the value and ROI/Business Case*
- *Develop your own sales plan and a pipeline in target vertical markets that will fuel the ongoing growth of your business 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, existing accounts and partners*
- *Present the Sigfox vision and complete value proposition through customer meetings, fairs, in-market events and account specific initiatives*
- *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 territory performance and required resources 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*

### **What You'll Need To Be Successful**

- *5+ years of full cycle sales experience, at least 2 years Enterprise Sales.*
- *Experience in solution sales managing complex sales-cycles with demonstrated ownership of territory and account management, preferably within IoT, Embedded, telecommunication or SaaS*
- *Ability to align technology solutions to complex, multi-stakeholder business problems and utilise strategic thinking skills to solve customer problems*
- *Strong ability to demonstrate value proposition & return on investment in complex environments to a wide variety of individuals; technical and/or executive audiences.*
- *Track record of consistent over-achievement of quotas, revenue goals and the ability to effectively identify and sell to C-level executives*
- *Experience selling multiple solutions and building 12 - 24 month account strategy plans*
- *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 with multiple stakeholders to develop complex eco-system solutions together in a fast paced and continuously evolving environment*
- *Bachelor's degree (sales training methodologies is a plus)*
- *Ability to travel when required*