

Sales Manager (m/f/d)

Stuttgart

As an early sales manager you help to grow instagrid from the bottom. Dealing directly with our B2B customers, you develop and own the entire sales cycle from generation of leads to closing of deals. By developing an individual sales strategy for each vertical, conducting presentations and successfully negotiate, you are a brand ambassador with a strong impact on growth. Being closest to our users, you are the voice of our customers delivering valuable insights about their needs and market trends to our internal marketing and development team.

About instagrid

instagrid is a pioneer of software-defined batteries driving the change from analog and stationary to digital and mobile electricity. We create a unique portable power supply with which we improve the way people perform their work: flexible, independent and efficient. Our intuitive high-power portable battery system makes work easy – no matter when and where. As an employer we believe it is our task to provide freedom and resources to our employees to achieve maximum impact in shaping a company that is led by the core values of fairness, participation, equality and transparency.

What we offer

- Shape the company by contributing with your individual strengths in a diverse team
- Contribute at eye level to develop an innovative and unique technology that really matters
- Experience the speed of a start-up coupled with many years of tech industry experience
- Grow your skills within a world-class team
- Take ownership of your workday at a workplace in the midst of a start-up co-working landscape characterised by innovation and ideas
- Receive competitive compensation and benefit from a family-friendly working environment

Your tasks

- Take the ownership of the entire sales cycle from lead generation to closing
- Identify the most valuable verticals and customers to grow a firm sales pipeline and develop corresponding sales strategies
- Build the instagrid book of business and initially own and set your own quota
- Define and execute engagement plans for key prospects and work with the internal team to deliver winning demonstrations

- Foster a community, build relationships with key opinion leaders and influencers
- Provide valuable insights on trends, customer needs, sales, product and marketing information to the internal team

Who we are looking for

- You are experienced in sales industry (B2B/B2C), a degree in Business Administration, Finance, Sales Management or comparable is a plus
- You have exceptional communication and negotiation skills and techniques
- You like to take responsibilities and work independently
- You have a high degree of customer orientation and professional appearance
- You love to travel in order to meet prospective clients

That sounds like you? We are looking forward to your application!
Contact Andreas at jobs@instagrid.co

