

## SALES / KEY ACCOUNT SPECIALIST

Embotech is a software company developing cutting-edge motion planning technology for autonomous vehicles. We are determined to accelerate the transition towards safe autonomous space transportation by leveraging the core real-time optimization technology that we have been developing since 2012.

Our team is comprised of highly skilled employees with a passion for excellence and efficiency. We are looking for highly motivated people to help us solve one of the most complex challenges of tomorrow and take our company to the next level.

As Sales / Key account Specialist, you will join a team of top commercial talent and you will contribute towards various sales, business development and key account activities. Excitement and learning opportunities are guaranteed in this position

### Responsibilities:

- Identify and quantify business opportunities by finding and understanding target companies
- Develop business, close deals, address cross- and up-selling potentials
- Own and successfully develop key automotive accounts
- Own the whole sales process for your customers, end-to-end from lead generation to closing
- Apply a data driven approach to sales, synthesising and collating data (reporting) to drive strategy and increase our sales funnel
- Be the champion of CRM and accurate data internally & pipeline reporting, working closely with all stakeholders
- Present, promote and give demonstrations to highlight the capabilities of the product and technology

### Basic Requirements:

- Bachelor's degree in Business Administration, Engineering or similar
- Extensive background *and a sales DNA* in one or more of Embotech's core markets, preferably automotive (passenger car)
- Experience in winning complex sales cycles in B2B software sales, with outstanding track record. SaaS experience a plus
- Excellent communication skills (English & German) and phone etiquette, with the ability to influence and confidently speak with senior executives and ask thought-provoking questions
- Strong interpersonal skills and a closing attitude
- Goal-driven and self-motivated individual with an ability to adapt to rapidly changing tasks and requirements
- Excellent presentation skills

In this position you will be directly reporting to the Director of Business Development and Sales.

Preferred starting date for this position: ASAP

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