



# CREATE AN INGENIOUS FUTURE

Ingenious Technologies is the market-leading independent technology provider for business analytics and marketing automation in the online marketing industry. Our clients include brands and companies from retail, fashion, lifestyle, finance, travel and telecommunication sectors. We offer an integrated platform, developed with state-of-the-art technology, for efficient online marketing and e-commerce.

To be the best, we are always looking for the best – we are looking for you! Join our team in Berlin as

## HEAD OF SALES DACH (M/F)

Shape your career with a challenging and inspiring position at Ingenious Technologies.

### YOUR NEW JOB

- **You're a great motivator:** Lead, manage and develop a vertical-based sales team (currently comprising 4 people), meet or exceed pre-determined sales goals, both through own activities and those of direct reports
- **You have everything under control:** Take charge of the full B2B sales cycle (from identifying key direct prospects, qualifying leads, conducting product demonstrations to the final contract conclusion)
- **You have a clear (international) overview:** Control and support deals across industries and segments, with consideration of the company's product roadmap
- **You have the drive to deliver:** Develop and expand business activities to new segments and markets
- **You have a feeling for trends:** Identify trending opportunities/challenges, share and work closely with Product Management and Marketing to deliver input into product roadmap and align marketing messages to target groups respectively.
- **You develop the business:** Prepare annual business plans and deliver regular forecasts, based on market analyses and provide recommendations to the management board
- **The customer comes first:** Recognise customers' needs and co-operate with pre & post sales to align the product to their needs
- **You see the big picture:** Work closely with other departments (Account Management, Operations, Pre & Post Sales, Marcom) as well as external stakeholders
- **You're a strong communicator:** Effectively connect with and enthuse C- and VP-level executives with our products
- **CRM is no foreign word for you:** Regularly utilise and update CRM and other sales applications solution to provide timely sales updates

### YOUR PROFILE

- A university degree (e.g. in business administration or business informatics) with specialisation in (Online) Marketing/ Sales or similar qualifications
- At least 3 years of relevant sales experience in the B2B sector, ideally in online marketing, agency or technology environment
- First leadership experience
- Experience in methodical sales techniques in the field of solution / value-selling
- A good network in the online marketing market
- Profound knowledge of performance marketing / SEA / SEO / display advertising / tracking systems
- Experience in working with online marketing tools (e.g.. Web Analytics)
- Understanding of technical implementation possibilities
- Pronounced service orientation, empathy, and problem-solving skills
- Master of handling new and difficult situations
- Persuasive communication and negotiation skills in German and English are necessary, any other language is a plus
- Strong analytical skills
- Flexibility and willingness to travel
- Result-oriented and autonomous working
- A healthy sense of humour

### WHAT WE OFFER

Let the positive working atmosphere in our highly-skilled and professional team inspire you. In order for you to unleash your potential, we rely on trust. Create your own daily routine to deliver the best results. You can find us in the heart of Berlin, Europe's favorite start-up location.

**We are looking forward to hear from you!** Please send us your application, including related documents, as well as your earliest possible date of entry and salary expectation.

[jobs@ingenioustechnologies.com](mailto:jobs@ingenioustechnologies.com)

Telefon +49 (30) 577 02 6000, [www.ingenioustechnologies.com](http://www.ingenioustechnologies.com)

