

HEAD OF SALES (DACH)

m/f**Vienna****Full Time**

Brightscope plans, measures, and communicates industry-relevant metrics for printed and digital outdoor advertising campaigns. We are a fast growing company and offer you the opportunity to actively shape the future of advertising, together with our international team.

You can also look forward to:



Flexible working time



Personal development



Cutting edge technology



International team



Gadgets & equipment



Healthy drinks & snacks

Responsibilities

- ✔ Win new clients for Brightscope
- ✔ Develop a sales pipeline in the DACH market
- ✔ Identify, qualify, and work on your own opportunities
- ✔ Build strong relationships via email, phone, B2B networks, events and face-to-face meetings to generate and follow through on your own opportunities
- ✔ Actively follow-up on generated inbound leads
- ✔ Demonstrate the Brightscope platform and its capabilities to potential clients via web and live demo
- ✔ Consistently and regularly use HubSpot CRM to track opportunities, activities, and provide timely and accurate forecasting and reporting of activity
- ✔ Lead and manage a team of sales managers responsible for achieving new business growth targets
- ✔ Ensure your team develops and sustains a lead and opportunity pipeline in the assigned markets
- ✔ Coach team members in identifying as well as qualifying opportunities and closing deals
- ✔ Optimize and further develop sales-processes

Who are we looking for?

- ✔ Minimum 3 years experience in a sales role in advertising (ideally martech/adtech/outdoor advertising) industry, where you have met or exceeded your targets
- ✔ Knowledge of the advertising landscape and ecosystem
- ✔ Experience with cold calling prospects across all levels - including C-Level - and giving product demos

- ✔ Excellent negotiating and influencing skills
- ✔ Readiness to travel
- ✔ Success-oriented and self-motivated with a high level of energy
- ✔ Experience working in a fast-paced environment
- ✔ Willingness to learn and a strong desire to keep up-to-date on technology trends & developments

Start: From January 2020

Engagement: Full Time

Location: Vienna (A1 Startup Campus)

READY TO APPLY?

For this position, we offer a **competitive** annual salary in combination with a **sales commission** and a **target bonus**. The exact amount will be adapted according to your skills and experience.



Contact me:

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