

We are looking for a Manager Sales and Business Development (m/f/d)

COMPREDICT offers purely software-based solutions for OEMs and suppliers. With our data driven approach we can exactly predict failures of mechanical and electronic components and in consequence, calculate the remaining lifetime of the major components of any vehicle. Our methods enable lightweight design, cost savings and up-speeding of development processes. Apart from that, we also focus on predictive maintenance and value rating of vehicles.

Why COMPREDICT

COMPREDICT means safe employment in a quickly growing startup. We offer a competitive salary and flexible working hours. Our team is international and interdisciplinary. All colleagues work together on all projects and give mutual support for all kinds of challenges. As it is typical of startups, our work is characterized by agility. Exciting projects with German and international automotive manufacturers are waiting for you.

Your responsibilities

As our Manager Sales & Business Development, you will be responsible for overseeing all sales activities of the company and for establishing and managing strong and long-lasting relationships with our clients. You will attend industry events and conferences and you will network with other directors in order to generate new business leads. It will also be part of your job to make forecasts, identifying new trends ahead of the curve, and hence, offering our business a competitive advantage and keeping it ahead of its competition in the market. With your strong understanding of commercial challenges and through various research and analysis, you will identify areas of improvement in sales strategies. Moreover, you will work closely with our developers in order to ensure a careful understanding of our product, making it easier to tailor unique strategies around it.

Our requirements

Technical

- Graduation in Industrial Engineering or Business Information Systems or an equivalent educational background
- Previous experience in the automotive sector
- High proficiency in Ms Word and PowerPoint for creating both visually and verbally engaging reports and presentations
- Strategic account planning and execution skills
- Professional sales training is a strong advantage

- Proven track record of achieving targets and driving sales growth in a business

Personal

- Your oral and written communication skills in both German and English are excellent
- You can tailor messages in relation to the audience at hand and present even the most complex messages in clear and convincing terms
- You are confident and decisive, and you have the power to convince others of your ideas
- You are quick of comprehension and you have excellent analytic skills
- You are an open-minded and communicative team player
- You have a distinct consciousness for quality and your work is independent, structured and responsible
- You are fond of the automotive sector

Please send your documents including cover letter and CV to recruiting@compredict.de.
We are looking forward to your application!