

Sales manager Ekobot

Are you a sales person with a strong interest in agriculture technology, who enjoys selling solutions and services as opposed to products? Are you fascinated by new innovative technology? Then we are the right employer for you, we are currently looking for a sales manager for our market growth in the Netherlands.

Responsibility:

As a national sales manager, you will be responsible for providing our technical solutions to both new and existing customers. You will work closely with the company's sales and marketing manager in Sweden.

Furthermore, you will be given the opportunity to:

- Develop your personal selling skills, management skills and product/market knowledge
- Responsible for outbound and inbound revenue growth, while achieving company sales goals and targets and personal quotas
- Responsible for assigned pipeline management, while managing clients and
- To learn about and implement different sales strategies to achieve success in complex sales
- Develop an annual track record of growing performance and knowledge

As a candidate, it is ideal if you:

- Have an EU driving license
- Fluency in Dutch in addition to English (required)
- Qualified to work in the Netherlands
- Willing to travel approx. 20 -40% per month within the Netherlands
- Have a bachelor's degree or higher
- Has 1 to 3 years of experience in B2B sales development in the European market within sales
- Previous experience and a track record in sales and able to take the initiative to implement sales strategies that help expand the business
- You are eager to learn, self-starter, supportive and flexible. Intercultural communication, understanding and mindset are required
- A technical background with knowledge of and understanding of agriculture is advantageous

What is it to you?

- Competitive salary + Bonus system
- Opportunity to be a pioneer in the EU market
- Gain technical knowledge and become a specialist in the field of Agtech, Robotics and AI

Working style:

Full-time (40h/v) and hybrid (3 days from the office, 2 days from home)
Could this be for you? Apply directly or contact me for more information at

For more information: Thomas.frisk@Ekobot.se

