

Head of Sales (m/f/d)

Permanent employee, full-time, immediately – Berlin

Your tasks:

- Your ambition is to grow and establish the company meeting customer needs.
- Together with the Head of Operations you oversee the P/L and lead the commercials of the organization.
- You are the owner of key customer relations and the key customer interface for the organization.
- You take responsibility to achieve sales targets as set by Senior Management.
- You set direction for the sales team to identify, approach and connect to new customers.
- You steer and manage the sales team to achieve individual targets contributing to the greater goal.
- You determine and drive vertical market expansion to find new markets for NeoMonitor products using agile, customer-centric methodology (such as design thinking, lean start-up, agile)
- You lead by example and provide inspired agile leadership for the team
- You make sure the organization is aligned and you identify and address problems and opportunities for the company.
- You work with senior management stakeholder to determine values and mission, and plan for short and long-term goals.

Your skills:

- You hold at least a Master's degree (Dr. degree is advantageous) in business administration.
- You have a proven record of sales in smart Hardware/Software solutions in the Real Estate / Housing Industry.
- You are a strategic thinker and approach complex tasks in a structured way (several years of working in a consulting firm are advantageous)
- You have strong communication skills and have managed teams as a leader.
- You are familiar with customer-centric and lean methodology to develop new solutions (certificates are advantageous)
- You are fluent in English and German
- You fully embody the agile mindset and accept the values proposed in the agile manifesto (you will be asked to accept those values upon joining).

About us:

FP NeoMonitor GmbH i.G. is a new founded 100% subsidiary of Francotyp Postalia. We set out with our team to deliver customer value and grow by applying lean startup and agile principles. The offerings will be aligned with market demand and their value proposition realized through customer-centric validation.

Please send us your application via e-mail to personal@neomonitor.de.