



Do you want to use your passion to scale your career together with us?

Visplore is the leading software solution for visual data analytics in industry. We are pioneers in creating transparency for industrial and energy processes. Our self-service analytics software empowers engineers and data scientists in turning data from industrial processes into business value and data-backed decisions. Visplore customers worldwide have saved hundreds of thousands of EUR – through insights how to reduce energy consumption, downtimes, waste, and hours of experts spent on data preparation and routine reporting.

You'll work in an inspiring startup atmosphere: 20 colleagues from 10 nations, located in central Vienna, backed by multiple renowned European VC investors providing coaching and network, and growing very fast. To scale sales to the next level, we are looking for a

Sales Specialist in Industrial Analytics Software Start-Up (m/f/x)

In this full-time (38.5h) position, you will identify and qualify sales opportunities and inbound leads to accelerate growth.

We offer an attractive overall remuneration package with an attractive commission structure without upper cap.

Who you are

- You have 1+ years of experience in B2B software sales, ideally with an industrial focus
- You are communicative, having intuition for people with a technical background
- You are empathic, asking good questions and you are able to listen carefully
- You are methodical, organized, and manage your time being clear about priorities
- You have a quick understanding of technical use cases and data analytics. A technical background is a big plus
- Your English is very good in speaking and writing. German skills are a big plus
- You are ambitious, have a positive mindset and a passion for the topic of digital transformation
- You are an EU citizen or have a valid work permit in Austria

What you will do

- You proactively seek and research new business opportunities in the target market
- You do outbound prospecting to identify opportunities and connect with potential leads
- You qualify inbound and outbound leads and set appointments to present the software
- You understand the prospect's goals and explain how Visplore helps to meet these goals
- You give live demos in online meetings and present the product at trade shows and events
- You actively advance and guide the sales process, calling in internal support (eg product experts) as needed

- You participate in optimizing sales playbooks and processes
- You keep the customer database (CRM) up to date

Why you will love working at Visplore

- Get high remuneration for high performance
- Build up an excellent network with leading players in Industry 4.0
- Possibility to advance to an account executive (AE) role upon good performance
- Cooperative startup atmosphere in an international team
- Highly interesting use cases with world-leading industrial enterprises
- Central working location in an attractive office, well reachable by public transport
- Uncomplicated and transparent decision-making processes
- Possibility to impact sales processes and to grow your position with the company
- Flexible working time
- Company events and team activities

You are thrilled by the opportunities of a rapidly expanding market, and want to bring your career to the next level?

Then send your application now!

Contact

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