



**Do you want to use your passion and talent to make industry more sustainable with us?**

Visplore is a leading software solution for visual data analytics in energy supply and industry. Our mission is to help enterprises master the digital transformation. Our self-service analytics software empowers engineers and data scientists in turning data from technical processes into business value and data-backed decisions. More than 60 enterprises as 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: more than 20 supportive talents from 10 nations, located in central Vienna, backed by multiple European VC investors, and growing fast.

To scale our sales team, we are looking for a

## **Spanish Speaking Sales Development Executive (full-cycle) in Analytics Software Start-Up (m/f/x)**

In this full-time (38.5h) position, you will be responsible for accelerating our growth by contacting potential customers, guiding them through our sales process, and staying in contact with them after sales. Leads result from direct outreach, our growing partner network and inbound channels.

### **Who you are**

- Bachelor's Degree in business/economics-related studies and/or engineering studies
- Native-level Spanish and professional-level English skills, both written and spoken. Portuguese is a big plus, German is a plus.
- You are a driven, outgoing person with strong communication and interpersonal skills
- You connect and build relationships with persons who have a technical background
- You have formal training or previous experience in sales, as well as experience with CRM software and sales enablement tools (e.g., LinkedIn Sales Navigator)
- You are highly motivated to perform well and stay focused on achieving sales quotas in order to obtain well-rewarded targets
- You have endurance and resilience to handle rejection while maintaining a positive and proactive attitude
- You are well organized and have a structured, reliable way of working
- You are enthusiastic about digital transformation and have basic knowledge about data analysis
- From studies or previous experience, an understanding of industrial domains (especially power generation) and their needs to data analytics is a big plus
- You are willing to move to Vienna
- You are an EU citizen or have a valid work permit in Austria

## What you will do

- You are responsible for actively driving (pre-)sales processes with focus on new customer acquisition
- You establish contacts to potential customers via mail, phone, LinkedIn, events
- You argue customer benefits based on business cases and ROI calculations
- You identify and present industry-specific business cases to customers
- You actively guide potential customers through the sales process
- You present the software (live and online), according to customer-specific priorities
- You update and maintain accurate records in the CRM system (Hubspot)
- You stay connected with customers after sales, and seek for opportunities to up-sell
- You represent the company at trade shows and events
- You optimize sales playbooks and processes together with the sales team
- You are involved in price negotiations, in cooperation with the management

**We offer a fixed initial annual gross salary of 45.000€ or more (depending on qualification), and an attractive commission structure.**

## Why you will love working at Visplore

- Cooperative startup atmosphere in an international team
- Highly interesting use cases with world-leading industrial enterprises
- Central working location, well reachable by public transport
- Uncomplicated and transparent decision-making processes
- Ideal place to extend the personal network towards enterprises in industry and power
- Flexible working time
- Company events and team activities

You are thrilled by the opportunities of the digital transformation as much as we are, and want to help our mission of making industries more sustainable through data analytics?

**Then send your application now!**

## Contact

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