



VP of Sales

Join an early-stage startup and build a successful sales process from the ground up!
Berlin on-site, all genders

Typst is an automated writing platform for every kind of technical document, from reports and documentation to research. As an early-stage startup from Berlin, we are already serving thousands of academics, students, and technical writers every day with our open-source-powered cloud solution. After multiple inbound inquiries, we now want to accelerate document creation in sectors like Software Engineering, Aerospace, Defense, and Finance with our privacy- and productivity-focused On-Premises platforms. We need your help to build a scalable process that discovers prospects and turns them into paying customers.

Your role

You are the first sales hire in our company. In this role, you will not only be acquiring and qualifying prospects and close on leads but also help us build a scalable and measurable sales process. This process will be implemented across the sales organization that you will build. We are a small team and want to foster close collaboration across sales and development. As part of that, you will share the insights you gather in your customer interactions with us to directly impact our brand and product development.

Requirements

- You can demonstrate previous sales successes, ideally for a startup or with enterprise software, with an average deal size between EUR 8K and 20K.
- Previous experience with prospecting and qualifying inbound prospects
- You have a knack for building quantifiable processes
- You can start as a part-time employee, with the potential to scale up to a full-time position later this year

Your Benefits

- You will sell a product with strong existing traction and a lot of customer love
- A rewarding compensation framework including per-deal bonuses and equity options
- Opportunity to grow professionally in a role with a lot of responsibility
- You join a small company with no bureaucracy or red tape
- Flexible working hours, some remote work possible

How to apply

To apply, please send your CV to martin.haug@typst.app. We especially encourage women, non-binary, and non-white candidates to apply.