
Accelerating Growth

Job Title: Account Executive (m/w/d)

Company: c.technology AG

Location: Zurich

About Us:

c.technology is a trailblazing SaaS provider, dedicated to powering the next generation of powersport vehicles. By offering a full range of cloud and in-vehicle services, including data processing and powerful APIs, c.technology puts original equipment manufacturers (OEMs) at the heart of their ecosystem and empowers monetizable add-on services on state-of-the-art mobile and web apps.

Job Description:

Are you a passionate and results-driven sales professional with an affinity for mobility? Are you ready to lead our sales efforts in the exciting world of powersport vehicles? If so, we invite you to join our dynamic team as an Account Executive at c.technology.

Responsibilities:

- **Sales of c.technology services:** Focus on powersports OEMs, primarily motorcycles and boats but open to other verticals, with particular attention to the growing electric mobility sector.
- **Selling our products and services:** Present and promote our innovative solutions to potential customers.
- **Development of efficient sales channels:** Identify and create effective sales channels to reach and engage with target clients.
- **Development of a sales pipeline:** Build and manage a robust sales pipeline to ensure consistent revenue growth.
- **Further development of the existing sales strategy:** Continuously refine and improve our sales strategy to stay at the forefront of the industry.
- **Maintaining positive business relationships:** Cultivate and nurture positive relationships to secure future sales opportunities.
- **Representation at trade shows within Europe:** Act as our brand ambassador, networking with industry professionals and showcasing our solutions.

Skills:

- **Sales Expertise:** Attracting new deals is your core mission. A strong background in sales, including B2B sales, is therefore essential and you should have a proven track record of achieving and exceeding sales targets.
- **Communication Skills:** Excellent communication skills are a must, including the ability to articulate the value proposition of c.technology's products and services to potential clients.
- **Customer Relationship Building:** Strong relationship-building skills will help you cultivate positive connections with customers and clients, fostering trust and long-term partnerships.
- **Market Knowledge:** Stay up-to-date with industry trends, competitors, and market developments within the powersport vehicles sector.
- **Results-Driven:** A results-oriented mindset is crucial for meeting and exceeding sales targets and contributing to the company's growth.
- **Adaptability:** The sales landscape can change quickly, so adaptability and the ability to pivot strategies when needed are valuable skills.

Qualifications:

- B2B sales experience
- Proven sales track record, preferred in enterprise sales
- Excellent communication skills (at least in English)
- Experience in sales of software services (B2B)
- Experience working for a fast-growing, young company (preferred)

Why Join Us:

At c.technology, you'll have the opportunity to be part of a dynamic team that is driving innovation in the powersport vehicle industry. We offer a competitive salary package, a supportive work environment, and the chance to work with cutting-edge technology in an exciting growth sector.

If you're a motivated and results-oriented individual with a passion for sales and a strong interest in mobility, we'd love to hear from you. Apply today to embark on a rewarding career journey with c.technology.

How to Apply:

To apply for the Account Executive position at c.technology, please send your resume and a cover letter detailing your relevant experience and qualifications to recruiting@ctechonology.io.

Join us in shaping the future of powersport vehicles and be part of a team that's driving innovation forward!