

Sensohive is looking for a Head of Outbound Sales

Be part of a really interesting international journey in an awesome tech startup company.

Date: 25-06-2021

We are growing our sales team and focusing on commercialisation - and this requires even more sales activities! In a newly created position as Head of Outbound Sales, you will have the opportunity to help grow the business with the existing sales team and be a part of a true startup journey. So pack your bags - the success train is leaving soon!

YOUR MAIN TASKS

You will have a busy and lively workday with lots of conversations with our target customers. You will be calling leads, identifying new potential customers and have the overall responsibility for our level of outbound activities - not only based on your own activities, but also helping our existing sales team with 4 people keep their activities up with support from our CEO. You will:

- Discover and qualify leads to identify possible matches between them and our offerings
- Cold call new potential customers
- Book meetings, trials and demos with new customers
- Perform product demos and introductions
- Track and review our pipeline progress
- Adjust and improve the outbound efforts of the existing sales team to align with the strategic goals set out by the organisation

YOUR QUALIFICATIONS

- Outgoing and a go-getter
- Analytical and structured
- Strong communication and writing skills
- Excellent communication skills in English (it is a + if you speak more languages)
- Experienced within outbound sales
- Experience from a startup is a plus - but not required

YOU AS A PERSON

Your educational background is not essential; The most essential is your passion for sales and that you enjoy seeing the fruits of your labour grow. We imagine you have 1-5 years of experience from an outbound sales function within B2B, however the industry is not important. Since Sensohive have customers in more than 30 countries, language ability is a plus - and Danish is not required.

You are good at keeping yourself and people around you focused and motivated towards their goals. You are motivated by hunting for the next opportunity - and not least making a difference.

You are

- Self-driven and proactive
- Winning attitude - the ability to keep up the motivation through both easy and difficult days
- Curious and open-minded
- Entrepreneurial mindset (and not afraid to fail) with a 'can do' attitude
- Willing to learn - and good at learning
- Positive and enthusiastic

YOUR GAINS

- Your activities will directly influence our future commercial success
- High influence on your work and tasks
- Flexible work hours
- Open and transparent company culture
- Take part in social activities

PRACTICALITIES

- Working hours 37 hours/week
- Market salary and pension
- Lunch and (lots of) coffee included
- Good and inspiring work environment in our office close to Odense Train Station

ABOUT US

We develop and sell wireless sensors and applications with the aim of making it easy to collect, analyze, and understand data. The company was founded in 2014, started by university students, and we now have 18 full-time employees and several part-time workers.

Read more: www.sensohive.com

Further questions: ch@sensohive.com

DEADLINE

There is no deadline - and interviews will be conducted periodically with the purpose of finding a candidate as soon as possible. Please use [thehub](https://thehub.io) when you apply - thank you.

How to apply. <https://thehub.io/jobs/60d5bc7ca6fd8c0329a2c305>

Deadline: ASAP - we will invite applicants to an interview when we find them interesting.