

# JOB DESCRIPTION



## IOT SALES DIRECTOR (Location: Northern Europe - Germany, Sweden, Denmark)

### About IoTerop

IoTerop is an Internet of Things (IoT) software company headquartered in Montpellier, France. Our pillar products include a software development kit and a cloud-based platform that are designed to manage a new generation of secure, interoperable and remotely controllable industrial IoT devices. We address the needs of operators and manufacturers of water, gas and heat distribution networks, but also those of smart cities, transportation, and more. Through our cloud-based platform, IoTerop provides a secure end-to-end device management solution for manufacturers conducting massive connected object deployments.

### The position

IoTerop is seeking an IoT Sales Director in Northern Europe who will share our passion for helping our clients make their IoT initiatives a reality. The ideal candidate is passionate about new technologies related to connected objects, and has more than 5 years of recent technical experience in utilities, IoT, or smart cities. They would additionally have strong customer facing skills, and are able present, convince, and close commercial offers.

Other skills this person should possess include the ability to:

- Establish trust relationships with customers and prospects and understand their objectives. Solicit and provide product feedback from customers and prospects;
- Prepare commercial offers and ensure contracts to achieve assigned sales goals;
- Respond to the functional and business requirements and capabilities sections of RFI/RFPs;
- Attend exhibitions/meetings locally and abroad to represent IoTerop and its solutions;
- Collaborate with the technical support department and product specialists to address customer requirements;
- Work with international companies and global teams, with a focus on Northern European markets

We value your motivation just as much as your experience!

### Your profile

You have a technical background in utilities, IoT or smart cities, and you are interested in connected objects, cybersecurity, and the Cloud. Through your work with technologies companies, you have gained experience in sales or have worked with the sales management team, and have enjoyed interacting with customers. You want to join a young, dynamic team in a fast-growing environment. Curious, creative and proactive, you are recognized for your interpersonal skills, your rigor and your dynamism.

### Skills we are looking for:

- Excellent written and verbal communication skills;
- 5+ years' experience in technology companies related to utilities, IoT, or smart cities, with results that you are proud of, would be an advantage;
- Demonstrated ability to present technology solutions to executives with a focus on solutions selling;
- Able to work independently and multi-task while managing multiple customers at a time;
- A Degree in Computer Science or Engineering is preferred;
- Experience using a CRM to manage the sales process and forecast sales;
- Confident in video conference/client visit experiences;
- Willing to travel overseas (when circumstances allow);
- A good professional network in Utilities, Water, Gas, Smart Cities is strong plus;
- Inter-cultural sensitivity, and the ability to work with customers and colleagues around the world;
- Fluent in English as well as German or Swedish or Danish.

### What we offer

Join a dynamic team with a strong, hands-on human touch. Work on innovative projects that shape the future of industrial IoT. You will have the ability to evolve in an open and international environment where you can develop your skills and creativity.

Long term contract – Newly created position

Ready to join our adventure? Send us your application [rh@ioterop.com](mailto:rh@ioterop.com).