

# buynomics

## Sales Director (m/f/d)



Immediately / upon consultation



Full time

## ABOUT US

We help our customers optimize their product portfolios and -prices, which significantly increases their profitability. Our SaaS solution precisely predicts customers' purchasing decisions by using artificial intelligence and behavioral economics. We have developed the most advanced pricing solution in the market. We received pre-seed funding in 2019, and we already have several large enterprise customers from telecommunications, consumer goods, insurance, and software who use our solution to optimize their pricing and product portfolio. With established product-market fit, we now want to build the team that takes buynomics to the next level and accelerates our growth in our target industries.

We are data-driven and results-oriented. We encourage transparent communication and personal growth. We create a modern and dynamic working environment with flat hierarchies assuring your direct impact. We are the pricing strategy of tomorrow. We are buynomics.

Are you identifying yourself with these values and are you a strategic-thinking person who understands how to place the value of a company in a targeted manner and in different ways? Then join the buynomics team and become part of our success story!

## RESPONSIBILITIES

You will lead the development of buynomics sales expansion strategy in close cooperation with the management and marketing department. Your responsibility is to set up and lead the entire sales execution process and management of the growing sales team to take the organization to the next level. In addition to strategic alignment, you will also be operationally involved in daily tasks. You will develop your skillset along a wide variety of tasks:

- Identify and implement a sustainable sales structure/process to manage a growing sales team in the foreseeable future
- Identify new key contacts and target industries/companies through in-depth research and a variety of outbound activities
- Tracking and management of marketing qualified leads
- Development and execution of outbound plans to reach customers through innovative, strategic approaches
- Continuous generate sales opportunities by expanding the prospect pipeline and optimizing industry-specific communications

- Identify and prepare relevant buynomics use cases for different industries and companies
- Execution of the end-to-end sales process, e. g. initial calls to potential customers to understand their needs and challenges and develop the sales funnel
- Lead all processes involved in successful lead generation and product demonstration
- Build a team of more junior sales employees to help you in the execution of the above tasks

## REQUIREMENTS

- Eagerness to drive value and have impact from “Day 1”
- Completed degree in a field relating to business development
- >3 years experience in a sales or business development-oriented position
- Willingness to challenge and optimize the status quo continuously and lead a team in a motivating manner
- Hands-on mentality and highly operational, yet data and process driven
- Strong communication, very good strategic and analytical skills as well as affinity for problem-solving and new technological approaches
- Experience in a Startup or SaaS/Cloud/Technology environment as well as Hubspot exposure are a plus
- Working proficiency in German and English is required

## BENEFITS

- A unique opportunity to be a significant contributor by driving the expansion and global presence of a highly innovative technology company
- High responsibility right from the start and enormous growth potential within the company and beyond an initial role
- Build and lead a strong sales team to support you in growing buynomics
- Deep insights into the different industries and strategies of our client groups
- Competitive compensation with potential to receive significant company shares

Do you want to become a key part of the buynomics growth story and help us build a true champion in a fast-growing industry?

Please send your application incl. CV, cover letter and certificates to [sherin.leisgen@buynomics.com](mailto:sherin.leisgen@buynomics.com).

**buynomics**