



## Head of Sales (m/w/d) for a KI & Earth Observation StartUp

**Earliest starting date: As of now**

Do you want to build and lead a great sales team? Are you excited by the opportunity to design, implement and continuously improve scalable sales processes? Are you passionate about closing deals yourself and coaching others? Then this is your chance!

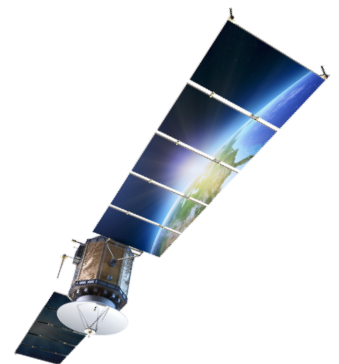
### Work at LiveEO in the vibrant Berlin startup ecosystem

LiveEO is applying the latest developments in artificial intelligence to analyze satellite data and is bringing the insights of earth observation data to customers in the enterprise sector with its unique SaaS solution.

LiveEO is standing at the forefront of a new space industry, is venture capital-backed and consists of an incredible, international team that is building something big.

### Your challenge

- Contribute to LiveEO's international expansion by being at the forefront of growth and success with our clients
- Be part of our leadership team and work to strategically steer LiveEO and make it even more visible
- Build up our international sales team and our sales structures
- Coordinate and manage our sales strategies, our sales pipeline and optimize sales cycles for the distribution of our SaaS solution to enterprise customers.
- Inspire customers for our work yourself by conducting successful product demos and presenting at international conferences



- Manage and optimize the entire sales cycle from cost-effective lead generation to final conversion
- Take leadership responsibility for the sales team with people (FTEs) in the areas of SDR, AE, Customer Success, Performance Marketing & Content Marketing
- Gain a deep understanding of the utilities and oil and gas industry, plan and implement successful sales strategies for this industry
- Develop and implement effective and scalable sales processes including effective CRM use, implement, measure and optimize KPIs
- Train our junior sales manager

## Your Profile

- At least 5 years of practical experience in Enterprise SaaS Sales
- International sales and leadership experience
- Full-stack sales skills, from email outreach to customer success
- Strongly KPI driven
- Experience in dealing with and using various CRM systems
- Team Leadership Track record with 5+ team size
- Experience in setting up the structure and management model of sales organizations
- Understanding of software companies and their specific processes
- Bachelor's or Master's degree, preferably with a technical or economic background
- You are able to switch between strategic and operational work
- Excellent analytical skills combined with a solution-oriented mindset, hands-on mentality and entrepreneurial spirit and drive
- Independent work, high willingness to take responsibility
- Social skills and a talent for organization
- Knowledge of utilities is a bonus
- Strong verbal and written communication skills in English, German is a plus
- At LiveEO we value diverse backgrounds and experiences. We encourage everybody to apply regardless of age, gender, ethnicity and religion.

## Your benefits

- Direct insights and influence on strategic business decisions
- The opportunity to co-create a fascinating SaaS/AI product that can improve business processes and lives around the world
- The chance to be part of the emergence of a multinational leader in a new industry
- A lot of responsibility and the space to change and shape things
- A very positive company culture with a strong focus on team spirit, passion, and fun
- The option of international experience in our US office
- A young, open and international team

- Flat hierarchies and the atmosphere of a Berlin start-up
- Fair remuneration and option to participate in the company (VESOP)
- Flexible working hours and home office arrangement
- A central office in the middle of Berlin-Kreuzberg, free fruit and drinks

## About us

Our vision is to monitor and secure every major infrastructure network on earth by 2023. If you would like to learn more about our company values, we would be happy to send them to you on request!

Interested in this position? Send your CV and a short cover letter to [jobs@live-eo.com](mailto:jobs@live-eo.com) and we will get back to you as soon as possible. If you want to learn more about our company values we are happy to provide them to you on request.

Check out our website [www.live-eo.com](http://www.live-eo.com) for more information about the company.

