

Semasio is looking for a

Sales Manager EMEA (m/f/d)

Your responsibilities will include:

- Owning and hitting/exceeding annual sales targets within EMEA by prospecting, acquiring, and winning new accounts for the Semasio products.
- Proactively approaching new prospects and concerting them to be taken over by the Account Management Team
- Partnering with customers to understand their business needs and objectives to qualify their fit for the Semasio product portfolio.
- Effectively communicating the Semasio value proposition through pitches, meetings, proposals and presentations.

What we are looking for – you have or you are:

- Professional persistence to constantly follow up on prospects.
- Previous experience as a B2B Sales Executive or Sales Manager, preferably in selling and understanding a complex software solutions.
- Footprint in the online marketing industry is a plus.
- Proven ability to drive the sales process from plan to close.
- Proven ability to articulate the distinct aspects of technical products and services.
- Excellent listening, negotiation and presentation skills.
- Hands on mentality and need to learn and understand new topics.
- Fluent in English and preferably in German.