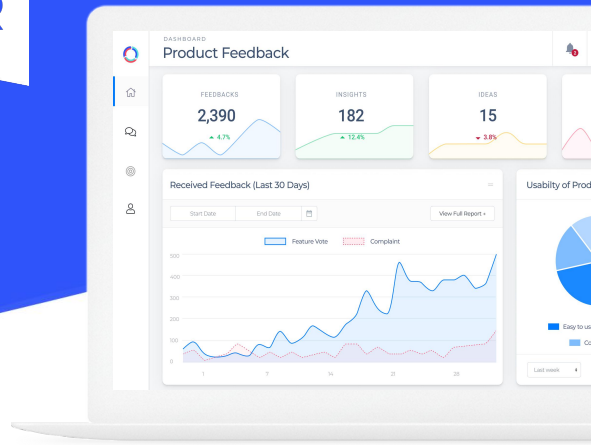


# Head of Sales at Pyoneer.io



## Next Generation of Product Management – based on AI and Design Thinking!

Pyoneer helps companies to analyse customers feedback powered by AI and NLP to identify product problems or requested features. Based on the feedback the solution predicts an impact score for every product to prioritize the right ideas and features and enabling companies to build products that people really love!



**eXIST**  
Existenzgründungen  
aus der Wissenschaft

**ESF**  
Europäischer Sozialfonds  
für Deutschland



Zusammen.  
Zukunft.  
Gestalten.

*Telefonica*



### Your Responsibility

- 🔧 Manage and mentor sales team members, including helping them to meet and exceed their individual sales quotas
- 🔧 Recruit, train and manage additional sales team members
- 🔧 Meet and exceed sales goals on a consistent basis
- 🔧 Develop sales plans on a monthly, quarterly and annual basis
- 🔧 Develop and implement creative strategies for bringing in new business
- 🔧 Analyze sales data and metrics to create improvements and opportunities

### Your Experience

- 💡 3-5 years of previous sales management experience at a high-growth B2B tech company, including at least 1-2 years managing a team of sales professionals
- 💡 Advanced know-how of inbound and pre-sales processes incl. automation technology
- 💡 Demonstrated and proven ability to hit sales targets on a consistent basis
- 💡 Strong ability to analyze sales data and metrics in an effort to create goals and solutions to increase revenue across the board
- 💡 Excellent communication skills, both verbal and written
- 💡 Goal-oriented, organized team player
- 💡 Excited to get your hands dirty for a company and mission you believe in

## WHY JOIN US 🙌

### Fun & Convenience

- 😄 Join in our office at **Wayra near Marienplatz Munich** and enjoy great startup atmosphere
- 😄 We provide you with **equity and a competitive salary!**
- 😄 **Build** up the complete **Sales team**
- 😄 **Innovative technologies** (Hubspot Pro, LinkedIn and Pre-Sales Automation)

## CONTACT US!

✉ stefan@pyoneer.io

☎ +49 176 3434 7064

🌐 www.pyoneer.io