

ABOUT SKYSPECS

SkySpecs is looking for a driven new enterprise sales rep to help shape the future of robotics and renewable energy.

We have a bold vision: Make renewable energy the most affordable form of energy. Through the use of our automated drone inspection service and analytics platform, we work with the world's leading wind energy providers to keep their turbines running. We see a world where robots will one day run wind farms, predicting failures before they happen, minimizing maintenance expenses and downtime.

WHAT WE'RE LOOKING FOR

As our business expands globally, we are looking for an Enterprise Sales Manager to work in our Amsterdam office. This person will work to identify new customers, work with SkySpecs' existing customers, develop ways to drive sales opportunities through Europe, and close new business. They will work closely with the sales team in the U.S., reporting to the VP of Business Development.

REQUIREMENTS

- You have 10+ years of B2B sales experience, preferably in international (European) settings
- Bachelor's Degree in Business / Engineering
- Excellent communication and writing skills
- Proven experience managing complex sales cycles, selling to enterprises, and exceeding quotas
- Willingness and ability to relocate and work in Amsterdam, Netherlands, and ability to travel within Europe and to the U.S.
- Experience using Salesforce or other CRM software

NICE TO HAVE

- Specific relevant experience such as having worked in Startup or tech environments, or have done B2B sales to power utilities, and/or been involved in the wind/renewable energy world
- Business level language skills in Spanish, French, German, or other European languages

THE WORK

- While we have gained traction in Europe, you'll spend 75% of your time acquiring new accounts and gaining new customer traction – particularly in Spain, Germany and France. The remainder will be working on other initiatives and developing existing accounts further
- We expect the willingness to meet our clients in person and go to conferences – expect 33% travel around Europe, and quarterly trips to the headquarters in Ann Arbor, Michigan

YOU ARE ...

- Enthusiastic about working on a flexible team where you will have a variety of roles and responsibilities
- A self-starter that performs under pressure. You don't take yourself too seriously and can work around a variety of personalities, all of whom are very dedicated to keeping our company on its high growth trajectory.
- No stranger to working remotely and communicating/collaborating virtually – as the European office is a small satellite supported by the headquarters in the US, and many of our customers are throughout Europe.
- You have a competitive background and love to win

PERKS YOU'LL RECEIVE

- A flexible work schedule and work environment
- The respect of your teammates regardless of department or skillset
- The option of working from home when it suits you and your team
- A fun, energetic, often zany workplace that is open and accepting of all interests
- An open vacation policy (our policy is: Get your work done; be reliable; go above and beyond because you want to and take rest and relaxation when you need it!).

HOW TO APPLY

Please send your resume and cover letter to: jobs@skyspecs.com.