



Sales Manager South-Western Europe in e-commerce for Grocery (f/m/x)

We are a leading company for Cloud-based enterprise e-commerce software. Our award-winning Software as a Service (SaaS) solution is uniquely architected leveraging micro-services and is tailored to the needs of the grocery business. We deliver a technology platform that enables retailers to sell online and leverage their stores for delivery and pick-up programs with highly efficient in-store pick-pack-ship capabilities. This platform helps our grocery customers realise higher ROI and faster time to market than can be found in traditional solutions.

For the go-to-market in South-Western Europe, we are looking for a full-time Sales Manager with either a strong background in selling enterprise software or a strong domain expertise in the grocery business. This position is based in our office in Cham, Switzerland or for remote work.

Your tasks

- You will find, recruit and win grocery retailers and retail chains as new clients
- You will organise and structure your work utilising our tools
- You will identify the potential and build the business in the South-Western European countries, especially: France, Italy and Spain
- You will contact target accounts, negotiate and close deals with the support of an international team composed of Product Manager, Marketing Manager, President and the CEO
- You will attend trade shows and other relevant events
- Where appropriate, you will translate marketing materials into French, Italian or Spanish

What you bring

- Successful experience in selling enterprise software solutions
- Good understanding of the grocery business in your sales region
- e-commerce and digital transformation knowledge
- Understanding of the transformation of the grocery business towards e-commerce
- Study of business administration, economics, computer science, software engineering, media informatics or comparable education
- Passion for driving solutions for customers with high-quality software and business processes
- Great desire to constantly develop your personal know-how
- Ability to understand and explain sophisticated software solutions
- Ability to work independently and to make decisions
- Very good social skills and the ability to work with remote team members



- Experience in working with video conferencing tools internally and for client communication
- Readiness to travel when required
- Very good English (good German a plus)
- Very good French and Italian language skills

What awaits you

- A working relationship with a multicultural team
- Open and direct communication with fast followup and fast decisions
- Integration into the visions and goals of the company with a solution that changes the world
- Clearly defined goals with visible results
- Room for freedom of creativity and a high degree of influence on the business
- A steep learning and development curve in the technology environment of the future
- A growth culture with great opportunities for your personal development
- Great relationships with smart and articulate colleagues
- Work how and when you're most productive
- Cooperation with international IT partners and customers
- Excellent remuneration

Action

If you want to become part of our success story and revolutionise e-commerce, then apply now with your CV by e-mail to us at jobs@saas-ag.com

Your contact person is Mr. Eberhardt Weber. We look forward to getting to know you!

SAAS Software as a Service AG
Fabrikstrasse 5
CH-6330 Cham
Switzerland

Offices in Stuttgart, Germany; Gliwice, Poland; Mumbai, India; Grand Rapids, USA.

www.saas-ag.com