

Navori Labs is looking for a Strategic Sales Hunter

Navori Labs is a Swiss software innovator, with over 20 years of experience delivering premium technologies and large-scale development expertise to customers around the world. Our multiplatform software are developed in-house: Navori QL Professional software is our highly scalable enterprise-grade digital signage software with multiplatform support. Our second innovative and complementary product, Aquaji is our AI-enhanced computer vision software that delivers reliable and comparable marketing analytics data to measure visitor foot-traffic and behavior in physical spaces to improve customer experience.

As part of Navori Labs dynamic growth, we are looking for a dynamic and hands-on Strategic Sales Hunter to strengthen our European sales team. The position holder reports the Senior Director Sales Europe & APAC. He/she is based in the German speaking part of Switzerland and is responsible for the expansion and growth of the business in the DACH region (without being limited to).

Responsibilities & tasks

Business development activities:

The level of the position requires the position holder to acquire new end-customers and expand the acquired accounts using his/her current and high-level network in order to be recognized as an example of sales management and growth among the global sales and account management teams of Navori:

- Elaborating the sales strategy within the dedicated region by defining SMART sales goals/Kpi's to increase chances of success thanks to regular reviews of his/her performance with the Senior Director Sales Europe,
- Prospecting into large sized companies while managing an efficient sales process,
- Finding new potential strategic customers and getting closer to them,
- Build revenue plans with strategic partners,
- Maintaining a consistent high level of sales activity both in virtual and face-to-face meetings,
- Negotiating and closing business deals,
- Representing Navori at key digital signage conferences and exhibitions,
- Reporting and providing feedback on market and creative trends,
- Providing accurate short and long-term revenue forecasts, whilst maintaining a robust & healthy sales pipeline.

Account Management related tasks:

The level of the position requires the Strategic Sales Hunter to act proactively, maintain C-level contacts in priority, and to be always up to date on the strategy potential changes and decision processes of the Navori's strategic end-customers, distributors and system integrators that he/she is responsible for on his dedicated market:

- Defining together with the superior and achieving the assigned strategic account goals,
- While continuing managing of the current key account portfolio,
- The seniority of the position holder shall be a strength to develop trustworthy relationships naturally and constantly with key internal and external stakeholders of Navori,
- Keeping consistent and regular communication with major system integrators, end-customers, partners, distributors, etc.,
- Always being the primary contact for strategic demands or matters externally in the dedicated markets,
- Timely and effective handling of complaints and problems,
- And acting as a link between key customers, distributors and internal teams,
- Initiating proposals for solutions and innovative ideas to meet and exceed stakeholders needs,
- Leading of product demonstrations and sales presentations.

Ideal profile's requirements

Experience:

- University degree and at least 8 years of experience in sales and marketing ideally in the retail industry,
- Proven track record in sales at a strategic level,
- Relevant experience in Marketing analytics and related activities (big data systems, AI, etc),
- Experience in applications for the digital transformation and innovations in retail sector,
- Professional understanding and knowledge of the Digital Signage industry and trends is complementary and ideal,
- A good and expansive network in our industry,
- Proven experience using Value added Selling techniques is a strong must,
- Practical experience with CRM software and account management systems,
- Understanding sales performance metrics,
- Experience of processing customer inquiries in a timely manner,
- Strong interest and willingness at understanding retailers needs and bringing innovative solutions on the table,
- Experience in using classic Sales CRM and reporting tools,
- Proficiency in English and in Swiss German languages.

Personality:

- Hunter's personality: strong negotiation and sales closing skills and assertiveness on factual basis,
- Entrepreneurial mind-set as well as high implementation and result orientation,
- Strong customer focus,
- Above-average communication skills (negotiation and presentation levels),
- Has an independent, structured, and goal-oriented way of working - Strong organisational skills,
- Strong capability to adopt a strategic mindset and to take the helicopter view,

- High self-motivation, endurance, and resilience, also in dynamic times,
- Team spirit to achieve mutual goals,
- Willingness to travel frequently in the dedicated region with sales and/or technical direct colleagues.

What we offer

We offer you the opportunity to work in a challenging, influential position for an innovative technology company. In this position, you can fully apply your know-how, experience and skills in order to make a significant personal contribution to the group's development. We offer you a high degree of independence and a rewarding and privilege recognition of both Navori and its clients.