

Sales Manager (London, England)

Gauzy is hiring! We're looking for a highly motivated, goals focused person to take our sales efforts to the next level. As a sales manager you will lead all sales activities in the defined territory in order to achieve revenues.

Responsibilities:

- Generate growth in existing accounts and strategic new business
- Perform sales activities on major accounts and negotiate contract terms
- Manage and participate in professional exhibitions on behalf of Gauzy
- Develop account strategy; position Gauzy capabilities in anticipation of customer's business strategy
- Generate reports to management
- Prepare presentations

Desired Skills and Experience:

- Experience working with architects – A Big plus
- Experience Managing an annual quota of M\$
- Basic understanding of the Building industry – A plus
- Bachelor's degree in a related field. MBA – A plus
- Perfect English
- Other European language such as German, French, Italian – A plus
- Experience with Salesforce – A plus
- An exceptional negotiator and communicator
- Verbal, with excellent presentation and writing skills
- A "sales" mindset person, with strong attention to details
- Project management oriented
- A Team player with independent qualities

Come and join us! - Apply at jobs@gauzy.com