

As part of a fast-growing technology start-up based in Zurich, your main task will be to actively sell our software-as-a-service solution in the form of cloud and vehicle services for the growing powersports industry with a focus on the European vehicle market.

## Responsibility:

- Further development of the existing sales strategy
- Sustainable sales of c.technology's services with a focus on the motorcycle and boating industry and attention to e-mobility
- Development of efficient sales channels
- Establishment of a sales pipeline
- Selling products and services to potential customers
- Conducting cost-benefit analyses with existing and potential customers
- Maintaining positive business relationships to secure future sales
- Providing management with reports on customer needs, problems, interests, competitive activities and potentials for new products and services
- Representation at trade fairs in Europe

## Minimum qualifications:

- Bachelor's degree or equivalent practical experience
- Experience in IoT B2B Sales
- Relevant experience in the field of mobility or vehicle manufacturing

## Preferred qualifications:

- Experience in selling software services for professionals (service/maintenance, dealers, rentals) in the mobility sector
- Experience or at least great affinity for e-mobility
- Excellent communication skills (at least in English and German)
- Proven analytical expertise applied to product development and marketing (including a consulting, analytical, or strategy experience)
- Deep understanding of how to define sales plans
- Ability to work collaboratively and build relationships
- Experience in the field of fast-growing, young companies

We enable you to become more than just part of a team: through your commitment you will actively further determine the journey of c.technology. With our unique Software-as-a-Service solution, we serve vehicle manufacturers in the attractive powersports niche with cloud and vehicle services made for the needs of this industry. In doing so, we focus on serving end customers, partners, and manufacturers.

You get the chance to take over this exciting key role.

We offer you a dynamic environment at the cutting edge of technology, a great team, fair conditions, and a workplace that allows you to be at the lake, in the old town or in the lively part of the city of Zurich within walking distance. Flexible working hours, good vibes and a high degree of self-responsibility is anchored in the DNA of c.technology AG.

Interested? Get in touch with us [here](#).