



Business Development and Sales Manager

We at SmartHead are at an exciting point of growth and would be looking to strengthen our core team by adding an experienced **Business Development and Sales Manager**. The successful candidate will be actively growing our client network, setting up strategies that will lead to building strong business partnerships and drive conversion of the new sales leads to an increase in successful deals at international level.

About SmartHead and Team:

- We are a professional team working in the field of corporate sustainability and ESG with a drive, solid company's values and fully committed to fulfill our vision and mission.
Vision: A world in which 100% of businesses act in a sustainable way.
Mission: We provide companies with a tool that allows an easier, faster, and more effective transition towards sustainability. That is why we provide a professional software tool that allows companies to centrally manage, track, report complex sustainability and ESG data and communicate it to stakeholders all from one place.
- Both teamspirit collaboration and an individual drive, self-motivation are important for us
- We keep an open and transparent communication and mind and constantly work towards continuous development of the team and the SmartHead product
- Hiring the best and the brightest is not an option - it's an absolute necessity for us

Responsibilities:

- Actively growing strong network of potential clients and business partners
- Working towards reaching the set Sales KPIs
- Development of sales strategy to meet weekly / monthly / quarterly KPI sales
- Close cooperation with our marketing team to achieve set goals
- Identify sales support requirements and work with marketing, business, IT, customer care team to develop sales tools, shape our product, and improve services and sales processes
- Presenting SmartHead demo version to business leads and business partners
- Identify needs of our clients and improvement for our development
- Reporting line to SmartHead founders
- Ability to manage a sales team
- Networking and bringing on board business partners who will sell the SmartHead solution further (revenue share model)
- Stay up to date with the newest developments in the market and new SmartHead products/ services as well as of the competition
- Presenting SmartHead on offline/online business events

Skills:

- 4-5+ years experience with business development and sales
- "A" player - a desire to compete (put yourself on the line and take responsibility for your performance), a champion's mindset, self-discipline, integrity, think ahead, anticipate, and act

- Strong business network (potential clients for SmartHead)
- Experience from B2B SaaS business development and sales (significant advantage would be coming from the environment of successfully growing startups)
- Ability to work on own initiative and to manage multiple sales team
- Excellent communication and negotiation skills in English and Slovak/Czech in order to build strong relationships
- Driver of new sales and business development opportunities
- Creating strategy for business development on a different EU markets
- Highly goal oriented
- KPI focused previous experience reaching and overachieving set KPIs
- Ability to connect clients' problems with SmartHead solution
- Previous valuable experience in overcoming hard challenges
- A mind that sees opportunities and can always find solutions to all problems and obstacles
- Teamplayer
- Previous experience with CRM tools (e.g. HubSpot)
- Excellent time and task management
- Positive attitude
- With a good balance of EQ and IQ
- Previous experience in the field of corporate sustainability and ESG is a bonus (it is not mandatory but it is important to be interested in expanding knowledge on these topics)

Benefits:

- When working with SmartHead you will be making difference in the business world
- Work with a professional team that changes the status quo
- Work in an environment of a growing start-up
- You can bring your ideas, apply your experience and work with young and open-minded team
- Spread knowledge in the field of corporate sustainability and ESG
- Financial reward : competitive fixed monthly fee + commissions + after long-term successful collaboration with a measurable progress in reaching goals you will be rewarded a participation on an employee stock ownership plan (ESOP)
- Potential career growth from the position of a Manager to a Head of Business Development