



Show me **how** you write & I'll tell you **who** you are

## Senior Sales Manager (m/f)

Symanto is an artificial intelligence company distinguished by its proprietary technology on linguistic algorithms & psychology. This innovative approach allows us to help brands to build even more successful relationships with their customers & stakeholders by automating the psychological profile of people irrespective of language & culture. At the end of the day, we aim to provide the deepest understanding of people through psychology & A.I.

For supporting our Commercial team in Nuremberg, we are currently looking for a Senior Sales Manager (m/f)

### Main tasks:

Order/revenue responsibility for all new clients in dedicated industries

- Developing lead pipeline for potential new clients
- Identification of client information and activities
- First point of contact until order
- Creating proposals and Statement of work with support of Category Management
- Taking care of company presentations, pitches, proposal presentations
- Negotiation of prices and timings with consultation of Product and Category Management

Partnering with Category during the project phase

- All time involvement
- Supporting Category Management with project extension for existing projects and with new project orders from existing clients

Partnering with Business Manager

- Participating in forecast planning
- Discussing priority setting

Managing Junior Sales Manager

### Your profile:

- University degree or equal kind of education
- 3-5 years' experience in a similar position
- Detailed MS Office experience
- Language skills: fluent in English, German is an asset
- Willingness for traveling
- Cross-cultural interest
- Flexibility, ability to work under pressure and in a team
- Structured working methods
- Service and Support mind set

Send us your application with CV & motivation letter along with your earliest starting date to [hr@symanto.net](mailto:hr@symanto.net)

