



LOGICAL CLOCKS

Senior Enterprise Sales Manager

Application deadline: 2018-12-31

WHO WE ARE

Logical Clocks AB is headquartered in Stockholm, Sweden, formed from members of the Distributed Computing Group at KTH – Royal Institute of Technology and RISE SICS AB. We are a growing startup, aiming to provide the market's go to full-stack Data Science platform.

WHAT WE DO

We are bringing hyperscale Data Science to the Enterprise through the familiar lens of a Jupyter/TensorFlow/Conda environment, but with a backend data platform that includes the world's most scalable filesystem, scale-out compute and GPUs, and streaming analytics.

WHY JOIN US

We are a growing startup where you can get hands on experience and apply your talents on many interesting and challenging problems related to Big Data, Data Science and AI.

You will join a multicultural team of awesome co-workers, work with the latest open source tech and be part of our mission to bring the full stack Data Science experience to the Enterprise.

For more information, visit us on the Web at:

www.logicalclocks.com

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Description

The Senior Enterprise Sales Manager is the key person that sells business applications, software/solutions and related services to prospective and existing customers. Manages sales through forecasting, account resource allocation, account strategy, and planning. The ideal candidate is a passionate self-driven individual with a keen interest in the Big Data and AI market who can establish new partnerships and further develop the company's market footprint.

Responsibilities

- Create and maintain a sales pipeline to manage inbound customer inquiries and outbound activity
- Plan and execute sales strategies with regular reporting
- Manage multiple deals concurrently
- Negotiate and close deals effectively
- Qualify and forecast deals to meet targets
- Other duties as typically required by a startup

Requirements

- Goal-driven mindset with strong communication skills
- Clear and confident communicator capable of providing regular feedback to other team members.
- Strong problem solving, negotiation & closing skills
- A solid record of achievements in prior sales position(s)
- A thorough understanding of SaaS based Enterprise sales
- The ability to develop and manage a consistent sales pipeline and accurate forecasting
- 2+ years of experience in solution selling
- Proficiency in English

Benefits

- Fun and exciting startup with tremendous growth potential
- Employee stock-option plan
- Bonus structure for this role
- Opportunity to grow with the company
- Gym reimbursement

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