



Zuid Hollandlaan 7
2596AL Den Haag
info@octo.nu
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HEAD OF SALES

We are now launching our sales department and are looking to hire our Head of Sales. We are looking for candidates who have the enthusiasm, talent and experience to help drive our next level of growth. This role will be a vital part of Octo's management team and will lead the go-to-market strategy and execution for our enterprise customers.

This is an amazing opportunity for someone looking to join in the early stages of a rapidly growing technology startup!

You want to...

- Hire and build a team that wins together
- Develop and revise Octo's sales strategy
- Prioritize where we invest our resources and efforts with customers
- Drive the team towards key performance metrics and goals
- Help define the key value propositions we pitch to customers
- Monitor and identify sales challenges for the team and customers
- Collect and summarize sales challenges from customers and account executives
- Identify customer needs and collaborate with other internal teams to ensure we are driving sales and deals

You have...

- 5+ years of direct sales experience with the ability to close deals
- Excellent communication skills both with customers and within an organization
- Strong track record of identifying and understanding customer needs and successfully implementing long-term software solutions
- Ability to build trust and rapport
- Proactive interest to increase customer satisfaction and deepen customer relationships
- Comfortable and willing to be a hands-on contributor, on-site with customers
- Bachelor's degree required
- Fluent Dutch and English



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The offer...

- Excellent working conditions with a good salary and bonus structure
- The possibility for growth
- A great team to work in

About Octo

OCTO is more than just a tech company. We're on a mission to make buildings healthy, safe and comfortable. We're a team of 12 entrepreneurial people. Empathy, Ownership, Craftsmanship, Playfulness, Solidarity and Entrepreneurship. These are some of the core values we live by, as a company. We work by them too! We're building a platform and products we believe in. Knowing there is real value to be gained from digitalizing buildings. If you believe that as well, we're looking for you!

Interested?

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