



Technical Sales Executive DACH region

PXL Vision AG is a Swiss ETH spin-off founded by former key employees of Dacuda AG (sold to Magic Leap). PXL's Daego® - digital alter ego - is a scalable software platform for digital identity verification, enabling the creation of trusted digital identities, helping businesses to reduce fraud, minimize the cost of customer onboarding and increase sales conversion.

After the successful launch of our solutions in the Swiss market we now expand our sales teams to grow internationally.

Your mission!

You will be a driving force to boost sales in the DACH region by fulfilling the following tasks:

- Lead generation & nurturing of existing leads
- Independent set-up, preparation and execution of sales meetings
- Design of pricing proposals and commercial offers
- Contract negotiations and contract closing
- Revision and improvement of sales documentation and promotional material
- Support the development of sales strategies to deliver PXL's sales objectives and KPI's

That's you!

- Strong interpersonal-skills, self-confident, communicative, able to listen and to emphasize with people
- Loves to be on the road seeing customers, hungry to close deals
- Strong technical interest and good understanding, and a natural attention to (technical) detail
- Self-starter, ambitious, goal-oriented, willing to take the initiative, always thinks two steps ahead
- Persistent, resilient, comes up with creative approaches to circumnavigate obstacles
- Smart negotiator, business acumen

Your skills and qualifications!

- Bachelor or Master, ideally a technical degree
- At least 2 years of work-experience in technical sales with a proven track record in closing business deals
- Proficient in German and very good oral and written skills in English, any other language is a plus
- Good presentation skills
- Good Microsoft office skills (Word, Excel, PowerPoint)
- Being experienced or well-connected within the financial industry, telcos, sharing economy or eCommerce is a plus

That's what you get!

- Flexible place of work – you may be based in Zurich or at any location that allows you to maximize customer face time
- Opportunity (and obligation) to travel within our target territories
- A unique opportunity to take ownership of our international growth agenda in a truly entrepreneurial environment and a challenging and rewarding sales job with an immediate impact on PXL's success
- An inspiring, motivated, dynamic and interdisciplinary team
- An international work environment with flat hierarchies and a goal-oriented culture
- Opportunity to become part of an ambitious, fast growing technology start-up

Now! The job is available immediately and for an unlimited duration. Please send us your complete application (letter, CV, work certificates, diploma and grades) at jobs@pxl-vision.com. In case of questions you may call us anytime (+41 44 295 10 40).