



B2B Tech Sales - Berlin, Germany

PXL Vision AG is a Swiss ETH spin-off founded by former key employees of Dacuda AG (sold to Magic Leap). PXL Vision has developed a fully automated platform for secure verification of identities, supporting businesses in their digital transformation to reduce fraud, minimize the cost of customer onboarding & compliance and increase sales conversion.

PXL leverages latest computer vision and machine learning algorithms to verify digital identities and we have successfully launched our solutions in the Swiss market. We are now expanding internationally and are seeking a Berlin based full time technical Sales professional to serve business customers in the German market.

You will be a driving force to boost sales in Germany 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

You Bring

- Bachelor or Master, ideally a technical degree
- At least 5 years of work-experience in B2B technical sales with a proven track record in closing
- Strong interpersonal skills, self-confidence, communicative, able to listen and empathize
- Loves to be on the road seeing customers, hunter mentality and hungry to close deals
- Strong technical interest and good understanding with a natural attention to (technical) detail
- Self-starter, ambitious, goal-oriented, willing to take the initiative, thinks two steps ahead
- Persistent, resilient, comes up with creative approaches to circumnavigate obstacles
- Smart negotiator, business acumen
- Native German and excellent in English; any other language a plus
- Good presentation skills
- Good Microsoft office skills (Word, Excel, PowerPoint)
- Existing network within the financial industry, telcos, sharing economy/mobility

We Offer

- Opportunity to travel within our target territories
- A unique opportunity to take ownership of our international growth agenda in a truly entrepreneurial environment
- 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, lauded and fast growing technology start-up



Please send your complete application documents to jobs@pxl-vision.com.